

Basement
Stacks

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 89

DECEMBER 9, 1933

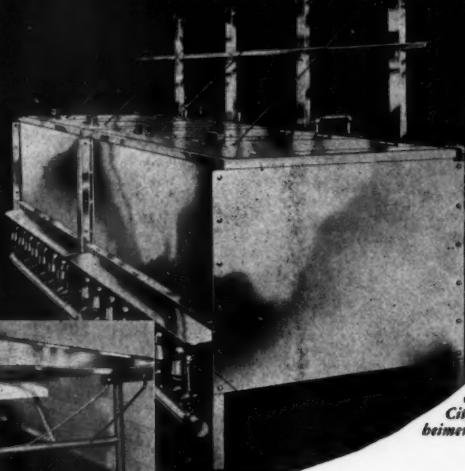
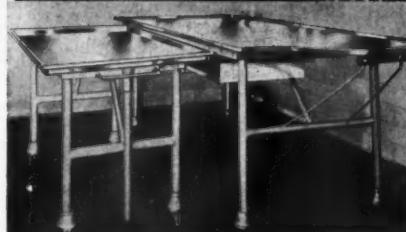
Number 24

ENDURO

REPUBLIC'S PERFECTED
STAINLESS STEEL

Licensed under Chemi-ur Foundation Patents Nos.
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Republic Sales Offices and Authorized Distributors.

These tables,
too, are made
from life-time
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The outer
casings, covers
and legs of these
gas fired meat
cooking tanks are
made from ENDURO.
Installation in the plant
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AND MAINTENANCE COSTS ARE ENDED

with this sanitary **ENDURO** equipment

Here is another plant where the management refused to take further chances on equipment. They decided that the cooking vats and tables they were about to purchase should be made from a permanent metal...one that would resist rusting and corrosion and that could be kept scrupulously clean without effort. They specified ENDURO, the life-time metal. Thus they ended the replacement and main-

tenance problem for years to come. • If you are dissatisfied with ordinary equipment...if your costs are too high...it will pay you to learn more about permanent ENDURO. It is now being used for all types of meat plant equipment and is paying dividends in a score of ways. Ask us to send you full details, and the names of manufacturers now fabricating from this improved metal.

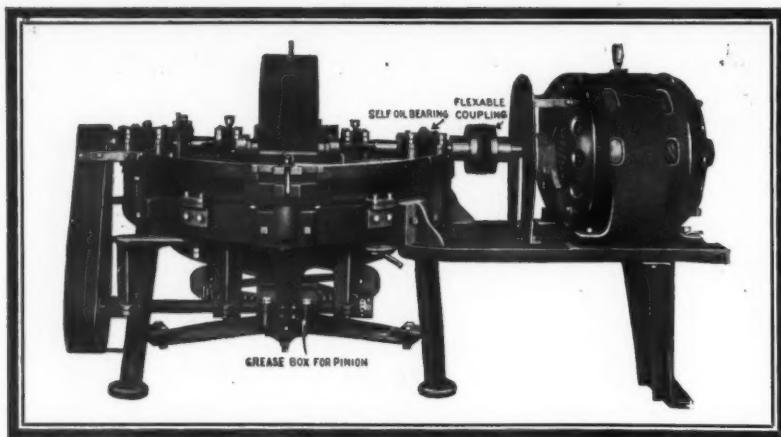
WORLD'S LARGEST CAPACITY FOR STAINLESS STEEL PRODUCTION
CENTRAL ALLOY DIVISION...MASSILLON, OHIO

REPUBLIC STEEL CORPORATION

GENERAL OFFICES



YOUNGSTOWN, OHIO



Made in 5 sizes
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Made in 3 sizes
(Self-Emptying)

Superior in Design and Construction!

BACK of the perfect cutting performance of our latest "BUFFALO" Silent Cutters are a number of exclusive quality features of design and construction, which include:

1. Lap-over bowl, supported by heavy ring—a patented feature.
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This strong, rigid support keeps the bowl running true, enabling you always to get the proper adjustment of the knives to obtain finely cut dough most essential in making quality sausage.

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JOHN E. SMITH'S SONS CO.
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Three-point suspension, insures
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LUNCHEON LOAF

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LUXURY LOAF

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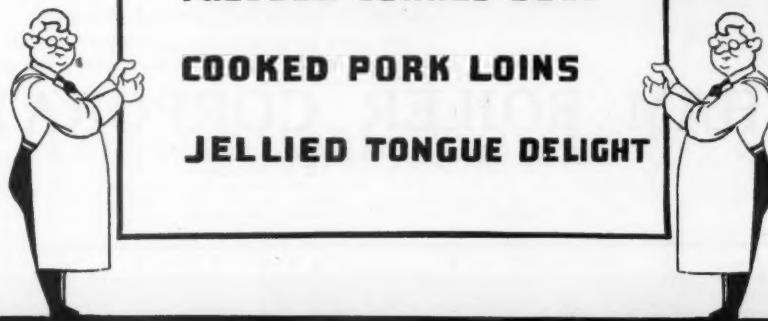
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COOKED PORK LOINS

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VISKING
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SLIMING



use VISKINGS for LUNCHEON SPECIALTIES

Viskings for loaves or specialties made with or without Ham Boilers mean less complication in production and result in much more attractive products—appealing to the consumer through an inviting visibility, assured cleanliness and identification. It is small wonder luncheon special-

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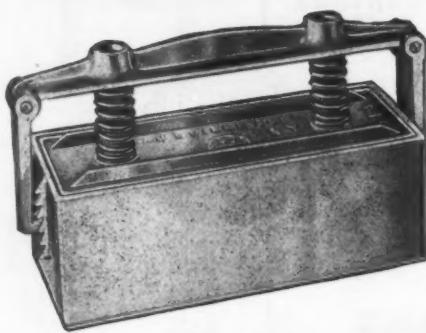
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6733 WEST 65th STREET CHICAGO, ILLINOIS

Canadian Representatives: C. A. Pemberton & Co., 189 Church St., Toronto, Ontario—Representatives for Great Britain: John Crampton & Co., Ltd., 31 Princess St., Cornbrook, Manchester, S.W., England.

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CHICAGO OFFICE: 332 S. MICHIGAN AVE.

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ADELMANN—"The kind your ham makers prefer"*

Luncheon Loaves Build Sales

Square loaves in Viskings provide remarkable stimulation to low sausage sales. Easy, simple and economical to produce, they assure handsome increases in profits.

Your products will take on a distinctive "quality" appearance when processed in the ADELMANN Luxury Loaf Container. The practical shape and appearance accomplished, plus the identification and protection afforded with Viskings, result in a style that cannot be confused or compared with ordinary competitive products.

The ADELMANN Luxury Loaf Container, long favored for the production of fine meat loaves, can be used with Viskings to produce Blood and Tongue Sausage, Head Cheese, Sulze, Luncheon Loaf, Pressed Corned Beef, Cooked Loins and Jellied Tongue.

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CONTAINERS FOR GASES, LIQUIDS AND SOLIDS

The HACKNEY FULL REMOVABLE HEAD allows complete cleaning of the barrel, to maintain purity of foods. Simple and easy to remove with new TOGGLE-TITE or single bolt closure. A perfectly clean container is provided.



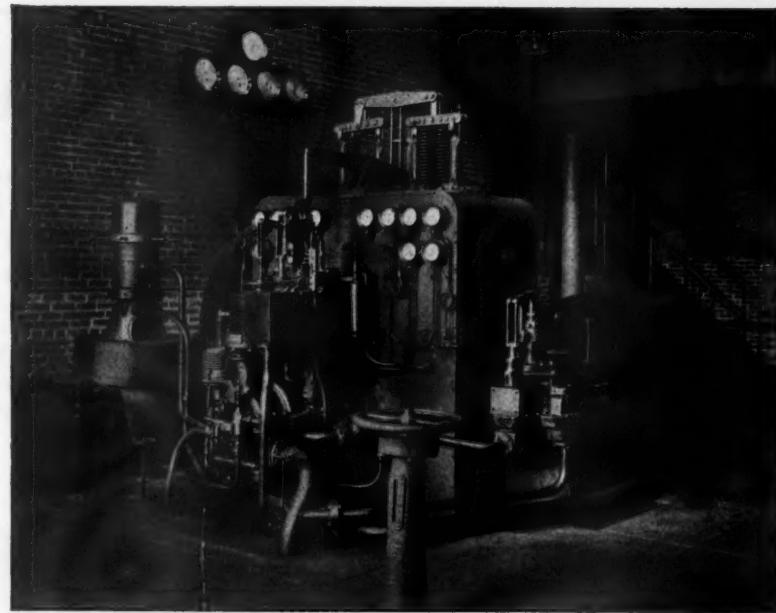
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Westinghouse Back-pressure and Extraction-type Units

Automatic Valve Control particularly fits the Westinghouse Turbine for Meat Packing Plants

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The Westinghouse steam turbine requires no internal lubrication, therefore the process steam is clean and suitable for direct use in cooking, rendering and other process operations.

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SEND FOR INFORMATION

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Gentlemen: Please send me complete information on turbines for meat packing plants.

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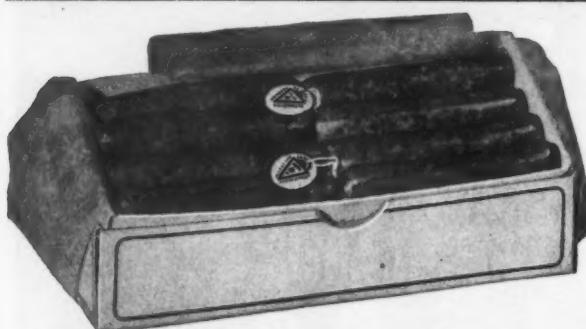
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Quality workmanship
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Griffith's Liquid Sausage Seasonings

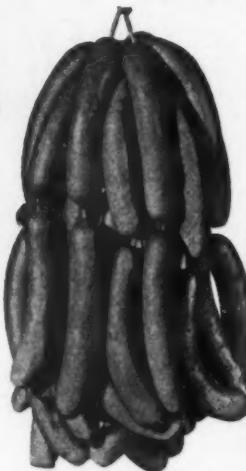
are made of Emulsified Essential Oils, Essences and Extracts.

Oils and Extracts are natural spice products. They are compounded by the best chemists in the latest known methods. You can use them safely. You can save half your cost of seasonings.

THE IDEAL FLAVORY SPICE
Add your *Liquid Spices* in the chopper or mixer.

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You can get your share of this trade if you use GRIFFITH'S Pork "C" Seasoning.



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Free samples gladly sent upon request.

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Quality Sausage Sells Better!

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Makers of the genuine H. J. Mayer Special Frankfurter, Bologna, Pork Sausage (with and without sage), Brunschweiger Liver, Summer (Mettwurst), Chili Con Carne, Rouladen Delicatessen, Wonder Pork Sausage Seasonings, and NEVERFAIL Curing Compound.

Beware of products bearing similar name—only H. J. Mayer makes the genuine H. J. Mayer products listed.

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The return of beer increased sausage consumption! Packers in wet states are learning that they must produce quality products to hold the increased business—packers in dry states build business of their own by producing superior sausage that sells because of sheer goodness.

The quickest, easiest and most profitable way to attract sales and profits is to use good ingredients—with MAYER Seasonings. Even when compared to the cheapest seasonings you can buy, they cost so little more that any comparison would be ridiculous. Write for details today!

THE NICEST HAMS— for sale at Christmas time

Even color, smoothly rounded edges, juicier meat. Give your dealers a chance to sell hams like that. The Quality-Control Stockinette Bags that you get from us will improve your hams in those points and every retailer you sell will appreciate the improvements.

We'll be glad to write you why our Quality-Control Stockinette Bags will mean so much improvement in your Christmas hams.

Write us for information and prices.

fred C. Lahm



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World's Largest Knitters of Stockinette Fabrics

Peacock Brand
PACKINGHOUSE SPECIALTIES

Modern Packers
eliminate the worry
and hazards of im-
proper curing by the use of

PREMIER
CURING SALT

a thoroughly tested curing salt
which fixes the color of meat
products prior to complete ab-
sorption of salt.

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ROUGH ON BUGS



**Fig. 1310—“HALLOWELL”
SANITARY UTILITY CAN**

The “Hallowell” has been worked out in harmony with the Bureau of Animal Industry—that's how sanitary and up to date it is.

Full Data in Bulletin 449

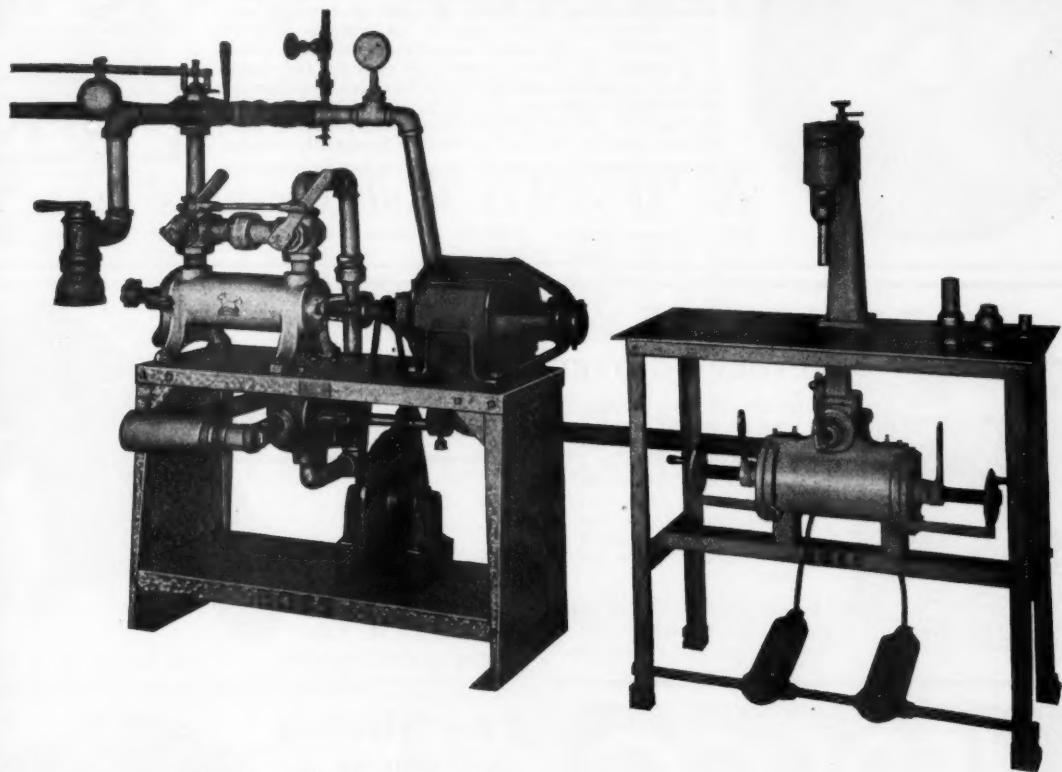
STANDARD PRESSED STEEL CO.

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JENKINTOWN, PENNA.
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Build Up Your Lard Business



Lard manufacturers, make the most of the opportunities that lie within your grasp!

Lard, one of your most profitable products, has heretofore been treated with indifference. As a real shortening it holds highest rank, a fact that should be forcibly brought to the attention of housewives and bakers by a serious campaign of advertising.

Effort also should be made to improve the quality, color and texture of lard.

Whatever system of rendering you use: open kettle, prime steam or dry rendering, your product can be materially improved by the use of our

"BOSS" LARD GYRATOR



The Cincinnati Butchers' Supply Corporation

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Mfr. "BOSS" Machines for Killing,
Sausage Making, Rendering

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Cincinnati, Ohio



Lard put thru this device will be whiter in color, smoother in texture and of uniform blend. When a pail of "BOSS" Gyrate Lard is opened, the improvement in its quality is at once discernable; the fluffiness and smoothness make a very appetizing appearance and are bound to increase the sale.

LA-1 LARD FILLER

used in connection with the Gyrator, as shown in the illustration, enables you to pack your lard into attractive containers.

LET US SHOW YOU!

These machines are also used with success on compound and vegetable oil shortening.



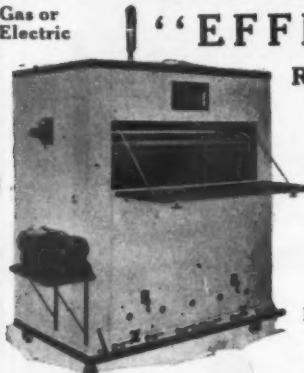
Practice SOUND ECONOMY by using C. D. Angle-Hole Reversible Grinder Plates and O. K. Knives with Changeable Blades

Many have asked us how we have been able to constantly increase our sales, in spite of current business conditions. The answer is simple—SOUND ECONOMY is no longer something men talk about. It is something that all the large packers and thousands of sausage manufacturers have learned through PRACTICE; namely, that it is SOUND ECONOMY to use the C. D. Angle Hole Reversible Grinder Plates and O. K. Knives with Changeable Blades. Do not delay. Send today for price list information.

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Gas or
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“EFFICIENCY” REVOLVING OVEN

Set up and ready to help produce superior product that brings profits—the “Efficiency” Revolving Oven requires practically no installation. Many exclusive features for low cost production of quality baked meats. Write for folder!

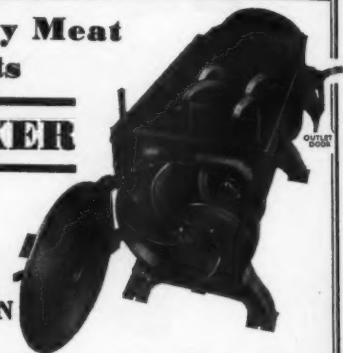
R. T. RANDALL & CO.
Equipment for Sausagemakers
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For Quality Meat Products

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Cudahy Brothers Co., Cudahy, Wis.

For Slicing

Search no further if you want a high quality dried beef that makes full, even slices. Peacock Dried Beef is manufactured and trimmed with the slicer's problem in mind. Write for prices.

Cudahy Brothers Co.
Cudahy, Wis.

Peacock Dried Beef

COMPACT

Blue Streak
PULVERIZERS

Ask the salesman from your equipment supply house to show you a sample of Blue Streak processed meat scraps, tankage, or edible cracklings.

Cracklings—Meat Scraps—Tankage
finished in one operation!

Eliminates scalping screens and extra handling. Your customers will praise the improved appearance and better mixing quality of Blue Streak processed by-products.

Blue Streak handles edible cracklings with as much as 25% grease content.

PRATER PULVERIZER CO., 1829 So. 55th Avenue, Chicago, Ill.



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YOU HAVE NEVER SEEN A BOX STRAPPING TOOL
WITH THE EFFICIENCY OF

the new

Doc. Steelstrapper

Acme Steelstrapper

THE ONLY BOX STRAPPING TOOL

One, two . . . that's how the handy new Acme Steelstrapper works.

One, two . . . and your shipping boxes and cartons are reinforced more efficiently than ever before.

Steelstrapper is the "handiest" box strapping tool ever developed . . . a one-unit tool that makes strapping "easy as pie".

It's the only tool with Automatic Seal Feed. A magazine holds a clip of 100 seals—applies them automatically.

Tensioning is done with one stroke of the left hand . . . sealing with one stroke of the right hand. No stops to apply a seal. No stops to sever the band—it's all done automatically.

The new Steelstrapper will help you to get shipments out in faster order . . . at lower cost. Send today for Facts on the Steelstrapper that will point to new shipping efficiency in your company.



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SLICES

right down to the

LAST FRACTION

Substantially increased slicing yield is provided by this new MOULDED Dried Beef Inside. It has an even, smooth surface and squared ends.

Since it is moulded to a predetermined shape, positive, unvarying uniformity results. And because of new processing methods the color is bright and constant—no darker areas.

This new product is good looking in the extreme and even better in quality than it looks.

We'd like the opportunity of proving that the new MOULDED Dried Beef Insides are sound purchases and will help your business. Write for further information and quotations, please.

INCREASED YIELD
TRUE UNIFORMITY
BETTER COLOR
FINER APPEARANCE



Armour's STAR
MOULDED DRIED BEEF

ARMOUR AND COMPANY - CHICAGO, ILL.

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Vol. 89. No. 24

DECEMBER 9, 1933

Chicago and New York

Meat Canning as a Packer's Profit Item

***Since Processed Products Offer Largest Profit
Possibilities This Factor Should Be Studied***

STUDIES of future profit possibilities in the meat packing industry point to the fact that increased profits are most likely to come from processed lines.

This includes meat canning—a line that would seem to have great possibilities.

It has been a side line with most packers, and many have no canning department. Such product has been handled as a specialty, and efforts to develop it as a major line have been limited.

That meat canning pays has been demonstrated by more than one packer in recent years.

There is a Market

The potential market for canned meat is large. This outlet includes not only corned beef—a major canned meat item in the past—but such items as canned roast beef (packed in units to serve families of varying size), and many canned specialties which have strong consumer appeal.

Quality and good merchandising are as vital here as with sausage and other meat lines. Product will come out of the container no better than it went in.

Meat canning is as simple a process as canning any other food product, provided proper equipment is used.

The first step in the production

of good canned meat at the lowest cost is the right kind of equipment, and installation of that equipment to provide maximum control of operations.

With canned meat specialties increasing in variety, and the consumption of canned meat growing, some meat packers are finding it necessary to give thought either to building a new canning department or bringing their present department up to date by in-

stallation of more efficient equipment and adoption of modern processing methods.

These packers are fortunate in one respect. Processing of canned meats and other foods in combination with meats does not differ materially—so far as essential details of processing are concerned—from the canning of fruits and vegetables. Can washing, filling, vacuuming, closing and processing are practically the same, regardless of products handled.

Special Problems in Meat Canning.

In the design of a new meat canning department, therefore, or the rehabilitation and modernization of an old department, there is much experience the packer can appropriate. This applies particularly to automatic equipment and the mechanical handling of raw products and finished articles from operation to operation and from department to department.

On the other hand, there are some special problems involved in meat canning. Meat is a highly perishable product and must be handled under strictly sanitary conditions, usually under government inspection.

Unless particular care is taken some meats—particularly chicken, pork and veal—may be discolored. While this does not necessarily affect wholesomeness and palatability, discoloration does detract from appearance, and consequently makes products less readily salable.

Equipment materials which will not cause stains are practically a necessity,



PORTABLE KETTLES CUT COST.

Meats, soups, etc., are cooked in steam-jacketed aluminum kettles, set high enough above the floor level to facilitate unloading into portable kettles for transfer to other points in the room. Kettles of this type have been found to have a high heat transfer and to be unaffected by food acids.

therefore, in the modern meat cannery.

During the early stages in the development of meat canning there was practically no machinery to make cans or close them, everything being done by hand. In the past 50 years, however, hand operations have been almost entirely replaced by automatic machinery.

Canning Methods Improved.

Of more importance, perhaps, particularly so far as quality of products is concerned, science has vastly improved on what were more or less haphazard methods. Today in the modern meat canning department every step, from the choice of raw materials to the closing of the cans, is done under close chemical and physical control. Today processes are figured mathematically from accurate determinations.

The first canned meats were used principally in locations where climatic conditions and lack of transportation made distribution of fresh meats difficult or impossible, and for the supply of expeditions and armies. Gradually, however, the housewife became familiar with canned meats, and their tastiness and wholesomeness. Because of their good quality and convenience a new market developed. This has been growing rapidly with the increase in the number of canned delicacies.

Perhaps the development of modern meat canning can be visualized best by a description of a modern meat canning department—such as the plant of Wilson & Co. in Chicago. This company was one of the first to completely modernize canning operations. This

was done only after extensive study had been made to determine the best types of equipment and the most advantageous methods.

Four Objectives in New Design

Among other things it was necessary to almost completely rebuild the old canning building, so that good light and ventilation would be available at all seasons of the year. Floors were re-laid with brick and sloped to drain off all water. All of the old wooden equipment was replaced with metal, using that most desirable and best adapted to particular processes.

In rehabilitating the department the designers worked toward four main objectives:

1—Economy in handling of raw and processed materials.

2—Cleanliness and sanitation.

3—Quality products, particularly prevention of discoloration of meats in processing.

4—Ease and low cost of cleaning.

How these objectives were achieved will be quite apparent in the course of this discussion of the subject.

Chutes Simplify Product Handling.

Wilson & Co. produces somewhere in the neighborhood of 60 canned products, including all of the old stand-bys and such others as roast beef, Irish stew, chop suey, chicken, chicken and noodles, corned beef hash, hot tamales, etc.

In this plant the volume of canned meat and specialties is great enough to require several floors—an obvious advantage in keeping handling costs

low, in that gravity can be used to move raw material and finished product from department to department.

Operations start on the ninth floor. Here are located the openings to the chutes through which the six large cookers on the eighth floor are loaded. In these cooking tanks are processed the huge quantities of meats used in making roast beef, corned beef, lunch tongue, ox tongue, etc. Trucks loaded with meats are brought to the ninth floor by an elevator.

Chutes through which the cooking tanks are loaded are of polished stainless steel. The tanks are also of stainless steel and of special design, the bottoms sloping toward the front to facilitate unloading through a door at the bottom.

These tanks are installed in a row along one end of the room. In front of them, at the bottom, is a polished stainless steel trough into which the meats are emptied from the cooking vats after the cooking operation. The arrangement of this trough in front of the tanks and the unloading doors is shown in an accompanying illustration.

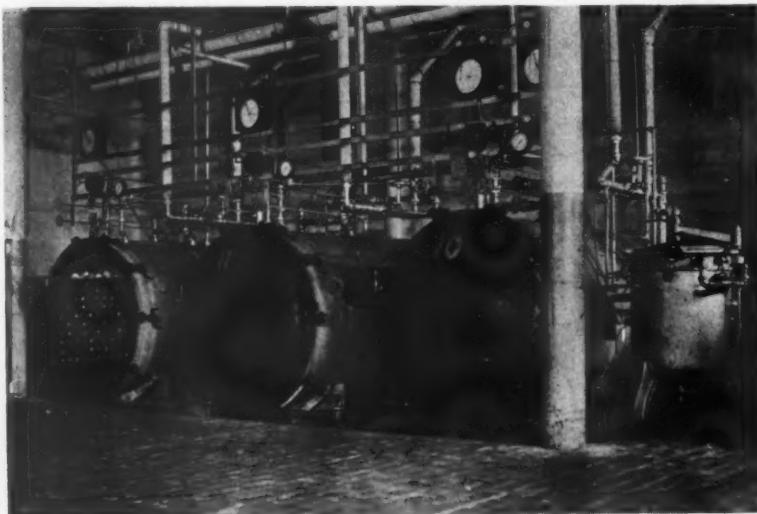
Connected with this unloading trough are stainless steel chutes through which the cooked meats are delivered to the glass packing room on the floor below. Both trough and chutes are of large diameter. All joints are carefully and smoothly welded, care being taken to eliminate all projections or depressions in which meat particles, dust and dirt might lodge. Smooth surfaces on the interior of the cooking vats and the polished surfaces of unloading trough and chutes makes cleaning a simple and inexpensive process.

Getting Rid of Odors.

Illustrative of the thought and care given to all details of design are the vents from the cooking vats to the roof.

Quite often venting is done through a straight pipe. Such an arrangement serves the need very well, so far as carrying off vapors is concerned, but it also permits condensation and drip to return to the vat. In the Wilson installation vents are so arranged that condensation and drip are trapped and sent to the sewer.

Meats cooked on the eighth floor are prepared for packing and packed in glass on the seventh floor. Much of this work must necessarily be done by hand. For these operations stainless steel tables have been installed. Equipment for automatically filling glass containers and closing them is used wherever the nature of the product permits. Conveyors are used to transport



PROCESSING OPERATIONS ARE UNDER CLOSE CONTROL

Processing temperatures and times are carefully regulated, and a record is kept of every load of product going into the retorts. These, with the code dating on the cans, permits all of the processing facts on any batch to be determined for checking purposes. Recording thermometers and control instruments are mounted on the pipe rack above the retorts. At the right is a vertical retort used for experimental runs.

product
operation

Produ
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and othe
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Cooki
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Alumin

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product and filled containers from one operation to another.

Product to be preserved in tins is also prepared on this floor, including chicken, chicken and noodles, hot tamales, sausage, Irish stew, chop suey, pigs' feet in vinegar, tid-bits in vinegar, chili con carne and a full line of soups and other standard products and specialties. Silent cutters, grinders, mixers and other necessary equipment is used.

Cooking is done on this floor in steam-jacketed kettles. As mentioned, one of the problems of meat canning is prevention of discoloration which, while not damaging to product, materially reduces its sales value because of unattractive appearance. In the old canning department iron and copper kettles were used extensively. In the new plant these have been replaced with steam-jacketed aluminum kettles, because aluminum is one of the metals that does not form color compounds with meats.

Aluminum Kettles Avoid Discoloration.

Nine of these aluminum kettles, manufactured by the Aluminum Cooking Utensil Co., are in use. These are equipped with special valves designed so that it is impossible for food particles and meat juices to be trapped in them. These valves can be taken apart easily and reassembled without calling a mechanic.

Service these kettles are rendering has been watched closely by the executives of the canning department, and cooking results have been checked carefully. It has been found that the heat conductivity is high and that the metal is not harmed by meat or food acids.

Included among the equipment on this floor are a number of jacketed aluminum kettles of the portable type. These have been found convenient for transporting cooked product from one part of the floor to another. Stationary jacketed kettles are installed high enough to transfer foods to the portable kettles by gravity.

Products cooked in these aluminum-jacketed kettles for preserving in tin are transported to the filling, closing and processing operations on the floor below through stainless steel chutes. On this sixth floor automatic equipment is also used to the fullest extent possible for filling cans, closing, vacuuming and transporting product and cans from one operation to another.

Individual Motor Drive.

A marked improvement has been removal of all overhead drives, shafts, belts, drive chains, etc., and substitution of individual motor drive. Belt-driven exhaust boxes have been re-



CANNED MEATS AND SPECIALTIES ROUND OUT PACKER'S LINE.

Wilson & Co. produce about 60 canned meat products and other canned foods in combination with meat, including all of the old stand-bys and such specialties as chicken, chicken and noodles, soups, chili con carne, Irish stew, etc. Many products are packed in glass.

placed with special motor-driven machinery equipped with variable speed control and interchangeable parts, so that the various sized cans can be exhausted in the same boxes.

Equipment for handling empty cans also was set up to take advantage of gravity flow. Cans are stored on the top floor of the canning building and are fed into the can runways and conveyed to the filling floor, cans passing through runways to the empty can washer, where they are washed thor-

oughly before being carried automatically to the filling machines.

Particular care was taken in the selection of the empty can washing equipment. One of the greatest potential sources of damage to canned products, it has been determined, is the presence of dust and dirt particles in the cans at the time of filling. Particular care is taken, therefore, to eliminate all foreign matter in the washing process.

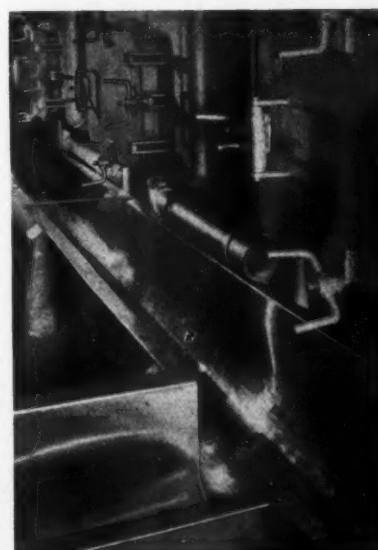
As processing is the final and perhaps the most vital operation in making a canned product which will keep satisfactorily and have the desired flavor, the new retorts are equipped with the finest types of temperature control and temperature indicating and recording instruments.

Processing Under Close Control.

A complete record of the times and temperatures to which each type of product is subjected in processing is kept. With this and the code dating on the cans it is possible to check back to a particular day's operations, and to follow up any question that may come up in regard to a product.

The processing retorts are shown in an accompanying illustration. Temperature control and recording instruments are mounted on the rack above each retort. At the right in the illustration is an upright experimental retort used for making experimental runs and testing out processes, a necessary piece of equipment in the modern meat canning department.

After processing and cooling the canned products go to a storage room on the fourth floor and finally through the labeling process on this floor. Here they are packed in shipping containers and placed on the elevator which takes the packages to the shipping room.



HANDLING THE COOKED MEATS.

Six of these stainless steel cooking tanks are installed on the eighth floor of the Wilson canning building. They are filled through chutes leading from the ninth floor. Tanks have bottoms sloped to the doors to facilitate unloading. The polished stainless steel trough connects with chutes leading to the processing room on the seventh floor.

The display was made under the immediate direction of R. C. Pollock, general manager of the National Live Stock and Meat Board, with the assistance of Max O. Cullen, E. L. Neubauer and P. A. Goeser. W. C. Davis, of the Bureau of Agricultural Economics, and K. F. Warner of the Bureau of Animal Industry, represented the U. S. Department of Agriculture in the exhibit.

Contest Steer Cuts Dark.

During the last half of the week the large cases were given over to a display of the carcass contest winners which were chosen by experts along each line. The beef carcasses were judged by Prof. H. J. Gramlich of the University of Nebraska, Leo Daly of Swift & Company, and Meade Foster of the U. S. Bureau of Agricultural Economics. The lamb carcasses were judged by W. C. Davis, the hog carcasses by K. F. Warner.

An interesting feature of this carcass judging developed when the steer which rated first on foot ribbed out black, a condition so troublesome in the beef trade. While this dark meat has the same qualities of the bright red meat, it is discriminated against in the trade and consequently must move into lower price channels. This condition automatically eliminated this carcass, which otherwise rated high, from the contest.

Corn and Hog Reduction.

Much stress was laid in the exhibit of the U. S. Department of Agriculture on reduction in hog numbers and in grain crops. By means of an animated panel it was shown that in 1919 out of every 50 hogs produced 13 were sold abroad; in 1932 out of every 50 only 3 were sold abroad, leaving 10 pigs extra to be disposed of. "Controlled production is the answer," the accompanying poster read. Included in this exhibit was an ear of corn chained to a hog, demonstrating the inseparability of the corn crop and the hog crop.

One whole side of the exhibit showed "Uncle Sam" talking to the producer and pointing out how he must change his crop plan to reduce his grain and hog production and thus aid in raising the price of the livestock he sells. This producer owned a 240-acre farm, 160 acres of which were devoted to grain crops, 40 acres to legumes for hay and seed, 15 acres was in permanent pasture and 20 acres in woodland. "Uncle Sam" tells him that he must reduce his grain crop planting to 100 acres, devote 20 acres to temporary pasture and 55 acres to permanent pasture. The hay and woodland acreage would remain the same.

Whereas in the past this farmer produced 75 hogs fattened to 275 lbs. and 35 two-year-old steers bought as feeders and fattened in the dry lot, he must now produce 65 hogs fattened to 220 lbs. and 30 yearlings bought as calves and fattened on pasture as his contribution to the reduction in the meat and grain crops.

Too Much Fat a Liability.

Another demonstration in the reduction program was made with two live hogs of the same breed, one weighing in the neighborhood of 300 lbs. and the other around 225 lbs. Cuts and lard produced by the heavy type hog were

(Continued on page 40.)

Packer Entertains Honor Members Of Farm Boys' and Girls' Clubs

Choosing the most picturesque figure of the year in aerial and scientific achievement to help entertain his guests, Thomas E. Wilson, president of Wilson & Co., was host on December 4 to prize winning farm boys and girls. These young people, members of the 4-H clubs in 46 states and the Dominion of Canada and numbering 1500 in all, were in attendance at the National Club Congress held each year in connection with the International Livestock Exposition. Thomas E. Wilson Day is a regular feature of this congress.

A steak dinner was served the young men and women in the restaurant of the Wilson general office building, following which the guests were entertained in the Wilson Auditorium, Lieut. Commander T. G. W. Settle, holder of the official world's record in guiding his balloon over 61,000 feet into the stratosphere, being the guest speaker, in conjunction with Major Chester Fordney who shares the honors of the flight into the stratosphere.

Stories of Achievement Appeal.

Characterizing the club congress as "perhaps the most outstanding rural youth gathering in the entire world," Mr. Wilson, who is chairman of the National Committee on Boys' and Girls' Club Work, told why he was interested in it and why he has given so much of his time and money in support of the movement.

Going back to the dinner party fifteen years ago when eleven club members gathered around the table for the first of these annual celebrations, Mr. Wilson said that from the conversation "I began to realize that a constructive piece of work was being done. The stories of success in carrying on live stock, crop and other 4-H club projects as told to me by the boys and girls was inspiring. From that moment to this my interest has been constantly increasing."

Pointing to the remarkable increase in membership of these clubs of about 50,000 annually, Mr. Wilson said that the 1933 membership included some 975,000 farm boys and girls.

Turning again to that early contact with the future farm leaders, Mr. Wilson said: "As the 4-H clubs grew, so did my interest. This led to my giving educational trips to Chicago for outstanding livestock project winners, then to the offering of three scholarships for the three outstanding exhibitors in the junior feeding contest at the International. Later, I sponsored the 'national meat animal live stock project' contest in which gold medals are offered to county winners, Elgin gold watches are provided for state winners, trips to Chicago for sectional winners and three college scholarships for national winners."

Contribution of the 4-H Clubs.

"This achievement contest has brought much joy to me. To hear the stories of progress and profit in livestock farming even in these days; to renew my youth by making friends of youth, and to know that we are making a definite contribution to the advance-

(Continued on page 42.)



PATRON OF FARM YOUTH AND AGRICULTURAL PROGRESS.

Thomas E. Wilson, president of Wilson & Co. and chairman of the National Committee on Boys and Girls Club Work, in his ten-gallon hat, the gift of Texas farm boys and girls, with his son Edward Wilson, the guest speaker at the sixteenth annual Thomas E. Wilson Day, and a national club champion. Reading from left to right are Major Chester Fordney, Lieut. Commander T. G. W. Settle, both of stratosphere fame; Mr. Wilson; Mervyn Anderson, St. Peter, Minn., winner of the junior feeding contest at the 1933 International Live Stock Exposition; and Edward Wilson, vice-president of Wilson & Co.

December 9, 1933.

Livestock Prices Decline When Supply Exceeds Demand

Marketing of large supplies of all classes of live stock except sheep and lambs at a time when the buying power of the public is not strong has resulted in exceptionally low prices, Wm. Whitfield Woods, president of the Institute of American Meat Packers, stated this week. Mr. Woods points out that economic factors of supply and demand governing the market dictate the price at which the current supply of meat can move into consumption.

"Present low prices of live stock are due in part to the fact that the purchasing power of consumers has failed to keep pace with the increase which has occurred during recent months in the production of meat and lard," Mr. Woods said. "Production of meat and lard so far this year has been larger by more than 900,000,000 lbs. than during the same period a year ago.

"There have been unusually heavy runs of beef cattle during recent weeks, as well as heavy marketings of hogs, which have resulted in a large production of fresh pork.

Cattle Receipts Are Large.

"Receipts of cattle at 20 markets during the month of November, for example, showed an increase of 17 per cent over the marketings during the same period of 1932 and the number of hogs dressed during November at 8 markets have increased 40 per cent over the number of hogs dressed during the similar period of last year.

"Prices at wholesale of fresh pork cuts declined so sharply since the first part of November that present levels are from 18 to 36 per cent lower than those which prevailed at that time.

"The increase in production of meat applies to all kinds of meat except lamb, as indicated by the following tables, showing the number of animals dressed under federal inspection during the period from January to November, inclusive, and the aggregate amount of meat produced under federal inspection."

Number of animals dressed under federal inspection during 11 months from January to November, inclusive:

	1933.	1932.
Cattle	7,933,000	7,058,000
Calves	4,504,000	4,166,000
Sheep and lambs	15,963,000	16,635,000
Hogs	42,086,000	40,662,000
	71,006,000	68,521,000

Pounds of meat produced under federal inspection during 11 months from January to November, inclusive:

	1933.	1932.
Beef	4,161,000,000	3,641,000,000
Veal	464,000,000	421,000,000
Lamb and mutton	618,000,000	631,000,000
Pork	5,395,000,000	5,130,000,000
Lard	1,532,000,000	1,409,000,000
	12,170,000,000	11,232,000,000

Consumer Purchasing Power Low.

"Production of beef alone during the last six months has been about a half-billion pounds greater than in the corresponding period of a year ago. This represents an increase of approximately

one-fifth in the supply available during that period.

"Under existing conditions of purchasing power, the marketing of such a considerably increased amount of meat and lard naturally has been very difficult.

"Packers' live stock buying policies necessarily are based on the fact that the prices which the industry is able to bid for hogs are determined by the present and prospective values of the products of hogs.

"The supply of live stock coming to market is beyond the control of the packing industry. All the packing industry can do is to take the supply that comes, whether large or small, and market it to the best of the industry's ability.

(Continued on page 42.)

Packers, Sausage Manufacturers Meet at Eastern Points

Packers and sausage manufacturers of the East gathered in a series of meetings this week under auspices of the Institute of American Meat Packers to check up on the trade situation.

Status of the marketing agreement for the livestock and meat industry was explained by Institute representatives. It was the impression that something definite might be worked out in the near future.

Activities of the Institute for the benefit of the trade were explained by Institute executives and there was much practical discussion.

At Boston on Monday, December 4, the meeting at the Boston Chamber of Commerce was attended by packers and sausage manufacturers from various parts of New England. John E. Wilson, president of Batchelder, Snyder Dorr & Doe Co., Boston, and regional chairman of the Institute, opened the meeting and after expressing his views on the effectiveness of cooperation turned it over to W. D. Jones, of Carl A. Weitz, Inc., Somerville, Mass., who is chairman of the New England sausage division.

Value of Organization.

Mr. Jones reviewed the past efforts to accomplish results for the sausage trade in this territory through organization, and expressed the belief that the new sausage division of the Institute would be of great advantage. He called upon D. J. Creeden, of the John P. Squire Co., and other Swift interests to whom he pledged hearty cooperation of the packers in the work.

Status of the marketing agreement was explained by Lyle W. Jones, representing the Institute, and a very instructive talk on sausage was delivered by Dr. W. Lee Lewis, director of the Department of Scientific Research. Mr. Jones also explained various activities and services of the organization. Paul I. Aldrich, editor of THE NATIONAL PROVISIONER, told of past experiences in trade cooperation and of the value of such cooperation.

A meeting was held at New York on Tuesday, presided over by Geo. A. Schmidt, president of Stahl-Meyer, Inc., and vice chairman of the Institute. Pendleton Dudley, Eastern director of the Institute, told of the status of agricultural and industrial legislation at Washington, and expressed a very hopeful view of the ultimate results. Dr. Lewis repeated his very interesting and practical talk on sausage, and Mr. Jones told of the activities of the Institute, and Mr. Aldrich reviewed the results of practical trade cooperation in an industry.

Packers and sausage manufacturers in the Philadelphia area met at the Penn Athletic Club at Philadelphia on Wednesday, with B. C. Dickinson, regional chairman, presiding. Dr. Lewis and Messrs. Dudley and Aldrich were speakers. At Baltimore on Thursday the meeting was presided over by regional chairman W. F. Schluderberg, with the same speakers. In addition Homer Davison of the Institute talked on the Washington situation. On Friday at Pittsburgh the meeting was in charge of divisional chairman Walter Reinemann and regional chairman Geo. N. Meyer, with vice president Wesley Hardenbergh as the principal speaker.

EDITORIAL

Ignoring Losses Doesn't Stop Them

There has been a suspicion for a long time that many packers know too little about their power departments for their own good, and that their interest in them is not as active as it should be for best results and greatest efficiency.

This is being verified by surveys made by THE NATIONAL PROVISIONER STEAM AND POWER SAVING SERVICE in packinghouse power plants. In a large number of these plants operating data from which to determine performance results are lacking. In many instances even the simplest facts—such as tonnage of coal burned and pounds of steam generated—are unknown. Few packers have accounting records in such shape that accurate power department costs and operating data can be determined.

In the first group of 34 surveys, in only 10 instances could the cost of steam or the evaporation results be figured. Either operating records were not available or costs chargeable to the power department could not be segregated. In the second group of surveys, totaling 37, either operating data or cost information—many times both—were lacking in 29 instances.

Out of the total of 71 meat plant surveys made thus far, in only 18 cases was it found that the management required sufficient reports and information so that there could be determined the results being accomplished and at what cost. Under such conditions many things might happen without the one most interested—the one who pays the bills—knowing anything about them.

The following illustration of a packer's attitude toward his power department is not extreme. In one plant about \$33,000 is spent annually for coal. No records, so far as could be determined, were kept of the results in the boiler room. The packer did not even know the boiler pressure carried—he guessed it to be 175 lbs. The engineer said it was 150 lbs. On three occasions when the pressure was actually noted the gauge indicated 165 lbs. This packer operated three boilers with a total rating of 1,300 h.p. He buys in excess of 11,600 tons of coal per year.

With many packers showing so little interest in what is being secured for the large sums spent for fuel, it is not surprising that so few meat plant boiler rooms are equipped with instruments considered necessary today for efficient boiler room operation. It is surprising to find, in view of the advantage the packer has taken of modern equipment to keep processing costs low, that he has

overlooked similar money-saving equipment in his boiler room.

Coal and ash-handling equipment is lacking in many plants where it would earn a large return on the investment and make worthwhile savings in labor costs. Soot blowers are a rarity, particularly in the smaller plants. Automatic damper regulators and water level controls are installed in few instances. Stokers are not under nearly as many boilers as they should be.

If the 71 plants surveyed so far are typical of the industry as a whole, then an enormous sum is being lost yearly through the neglect of packers to take advantage of even the simplest and least costly appliances designed to reduce boiler room costs and better boiler room efficiency.

One small packer who burns 3,000 tons of coal costing \$10,000 annually feeds water at a temperature of about 160 degs. Fahr. into his boilers. In the meantime he wastes much exhaust steam that easily and cheaply could be put to work heating feed water. He could easily raise the temperature of the feed water to 200 degs. Fahr., perhaps 205 or 210 degs. And for every 10 degs. added to the feed water temperature this packer would save about 1 per cent of his coal cost. *He has taken a \$400 loss annually extending over many years from this one bad condition—a loss that is directly chargeable against lack of interest in and inadequate supervision of the boiler room.*

In a very large majority of cases the bad conditions found in meat plant boiler rooms are not entirely the fault of the operating engineer. In most cases he is familiar with the situation and could suggest remedies. If he is open to criticism it is on the score of failing to state conditions clearly enough, or in not insisting that bad conditions be corrected. In many cases, after repeated discouragement in his effort to better conditions, he has reached a state where he is interested only in giving the processing departments steam in sufficient quantities and pressures for their needs.

Few departments of the meat plant offer the opportunities for saving that exist in the boiler room. This is a statement packers have heard time and again. And no doubt many packers believe that, while this may be true of the other fellow's plant, it does not apply to their own. They should make sure. That the boiler room is the least efficient department of his plant should be accepted as true by each packer until the contrary has been proved.

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Practical Points for the Trade

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Ways to Make Salami

Salami has become one of the most popular of sausages.

The product which is finding such widespread use in this country is not the fully dry salami made over the Italian dry sausage formula, but is something of an American adaptation and is only semi-dry.

A packer who wants to make salami says:

Editor The National Provisioner:

We want to make both a cooked and an uncooked salami and would be glad for information on manufacture, including meat formula, seasoning and method of handling.

We do not have air conditioning for the manufacture of dry sausage, but understand this is not necessary for the preparation of American styles of salami. Any information you can give will be very helpful.

Following are formulas and directions for the manufacture of different types of salami:

Formula No. 1.

The meat used in the first of these formulas is largely beef, with a smaller proportion of pork fat. The pork used must be all fat and care must be exercised to see that no lean meat is included. This product is cooked in the smokehouse and the temperatures used are not sufficient to cook lean pork.

Meats:

60 lbs. beef chuck, free of sinews
40 lbs. clear pork blade trimmings,
free of all lean meat.

Seasoning:

2 1/4 oz. nitrate of soda or salt peter
3 lbs. salt
1 lb. sugar
5 1/2 oz. white pepper
2 oz. coriander
1 1/4 oz. garlic

Grind the beef with the 1 1/4 oz. garlic through the fine plate twice. Then put in the mixer. Then run the 40 lbs. of clear blade meat through the 1/8 in. plate and add this to the beef in the mixer. Mix the meat and seasoning thoroughly, the seasoning already being mixed well.

After mixing spread out on boards in the chill room at a temperature of 38 to 40 degs. F. for four days. Then put back in the mixer and add 1 quart of sour wine with 4 drops of oil of cloves, 4 oz. of sugar and 3 drops of oil of lemon to the wine. Add this to the meat in the mixer and mix well.

Stuff in large beef rounds or cellulose containers. These must be short and should be stuffed as tight as the casing will stand. Hang the sausages in the dry room for about a week, until they are nice and red. Then put them in

the smokehouse at a temperature of 85 to 90 degs. and give them plenty of smoke for 24 hours. Do not allow the temperature to go above 110 degs.

When the product is removed from the smokehouse have ready a barrel of boiling water with 20 lbs. of salt dissolved in it. While the water continues to boil slowly, dip each sausage four or five times slowly, then hang them on the racks. This latter process shrinks the casing and prevents it from becoming mouldy.

Then tie the sausages while they are still warm. They should not be tied before they go into the smokehouse.

If it is impossible to get sour wine for use in this formula, 5 oz. of scalded vinegar may be substituted.

Formula No. 2.

Another formula uses beef and lean and fat pork. This formula sometimes known as American style salami is as follows:

Meats:

50 lbs. beef chuck, free of all sinews
30 lbs. large pork butts
20 lbs. solid pork shoulder fat

Seasoning is the same as that used in the preceding formula.

The beef and garlic are ground through the fine plate twice. The pork

butts are run through the 1/4 in. plate. Shoulder fat is run through the 1/8 in. plate.

Then all the meat is put in the mixer and the seasoning added. The product is handled the same as outlined in the preceding formula except in the smokehouse. Here the temperature must be raised high enough for an inside temperature of 137 degs. F. The sausage should remain in the smokehouse about three days and nights. The temperature should be gradually raised from 85 or 90 degs. to about 110 degs. until the last three hours of the third day. At this time the temperature is raised to 142 to 145 degs. F. It is then removed from the smokehouse and handled the same as recommended in the previous formula.

Another Processing Method.

Another method of handling sausage made by this formula is to remove it from the smokehouse in 12 or 15 hours and hang in a cool dry place but not in the refrigerator unless there is no other place available. If hung in the refrigerator the product should be allowed to remain in natural temperature several hours before it is cooked. Then cook as needed at a temperature of 150 degs. F. for 1 1/2 to 1 3/4 hours, according to size. This is a delicious salami and very attractive in appearance.

The seasoning, except the salt and spices, may be prepared, bottled and used as needed. Following is the method of preparation:

2 quarts of distilled water
2 quarts of vinegar (if wine is not used)
5 oz. of mapeleine
50 drops of oil of cloves
34 drops of oil of lemon
2 1/4 lbs. sugar

Allow the vinegar and the water to come to a boil, then stir in the sugar, turn down the gas and allow it to remain at a temperature of 185 degs. for about an hour, then add the oil of cloves and lemon. Remove from the fire, allow it to cool and then put it in large bottles and cork it up.

Use 1 pint of this mixture to 100 lbs. of meat in the salami formula.

HOW TO HANDLE LARD.

One of the most important details in lard manufacture is its proper handling after rendering. All steps in lard manufacture are explained in detail in "PORK PACKING," a new test book by The National Provisioner for the meat packing industry. Write for information.

Meat Loaf Troubles

Many meat packers and sausage manufacturers complain that their meat loaves burn while baking. They attribute the trouble to various causes, but an investigation shows that in most cases the fault is with the man doing the chopping.

A processor who has been having this difficulty writes:

Editor The National Provisioner:

Why do my meat loaves allow the juices to run out in the pan while baking?

Another trouble is that they come out of the pan cracked and crooked.

Most meat loaf manufacturers burn the dough in the chopping.

They claim that they do not, but many tests have proved that the juices will not escape if the meat is not burnt in the chopping, regardless of what cereal is used as a binder.

Second in importance is the temperature and time of baking. The oven should be at 175 degs. F., when the loaves are placed therein. They should bake for about one and one-half hours in this temperature, gradually raising the temperature during the last twenty minutes of the baking time up to 275 degs. F.

Then the loaves should be tested with the thermometer. Be sure to see that the temperature in the center of the loaves is 150 degs. F. before removing them from the oven.

Attention also is directed to the fact that the loaves should not be too cold when they are placed in the oven, as this causes them to crack and get crooked in the baking.

Loaves may be turned up side down in the pan before finishing the baking, in case they are not brown enough on the bottom. This will brown all sides of the loaf.

DECORATING WRAPPED MEATS.

One enterprising packer is adding to the attractiveness and appeal of his products in transparent wrappings by placing a spray of parsley on top of the meat. The dark green, showing through the wrapper against the meat, gives an appearance that appeals to the housewife, judging by the increase in sales credited to this simple expedient. With other meats, where a better color combination will be secured, this packer is using cranberries instead of parsley. In such cases also a considerable increase in sales is credited to the idea.

TEST YOUR PORK SCALES.

How often do you test the scales in your pork department? Read "PORK PACKING," The National Provisioner's latest revision of "The Packers' Encyclopedia."

THE NATIONAL PROVISIONER Steam and Power SAVING SERVICE

Meat packers—so efficient in meat processing and manufacture—have not kept their power departments in step with modern developments.

There is much inefficient steam and power generating equipment in use. Practices in many instances are behind the times. Advantage has not been taken of modern, cost-cutting equipment and waste elimination methods and appliances. The result is much waste and loss, with steam and power costs higher than they need be.

THE NATIONAL PROVISIONER STEAM AND POWER SAVING SERVICE is a new service to readers of THE NATIONAL PROVISIONER. Its purpose is:

To collect and disseminate information on meat plant steam and power practices,

To indicate bad conditions and costly methods,

To aid packers to compare their steam and power costs with those in other plants, to solve their steam and power problems, to improve boiler and engine room results, to cut steam and power costs and to reduce steam and power waste.

This is in no sense a consulting engineering service. There is a place for the consulting engineer that no other can fill.

But there is also a need for a service to bridge the gap between the plant on the one hand and the consulting engineer on the other—the practical experience of the operating force and the technical skill and knowledge of the trained expert.

It is this gap that THE NATIONAL PROVISIONER STEAM AND POWER SAVING SERVICE will attempt to fill.

Obviously no attempt will be made to design plants, to criticize designs, or to compare the merits and advantages of one piece of equipment with another. Particular conditions vary too widely to attempt these services.

But packer subscribers with everyday operating problems are invited to consult THE NATIONAL PROVISIONER STEAM AND POWER SAVING SERVICE. Every effort will be made to help them.

ONE CAUSE OF HIGH COSTS.

If bad conditions exist in a meat plant boiler room there is, of course, a reason. And sometimes the cause will be found in the front office rather than in the plant.

The condition complained of in the following letter is not unusual:

Editor The National Provisioner:

I am not familiar with boiler operation and steam making, and accordingly have not interfered with the methods of our engineer. Since reading the articles on steam and power in THE NATIONAL PROVISIONER, however, I believe conditions in our boiler room are bad, and that we are losing considerable money there. I have in mind placing a new man on the job. What do you suggest?

Bad conditions in a meat plant boiler room seldom can be blamed entirely on the engineer. Most men want to make a good showing and keep costs low. But they cannot be expected to give their best efforts to the work when they get little encouragement from the front office, or when those who should be most interested in keeping costs low seldom or never visit the power department, show any concern for costs and methods of operation, and continually refuse to authorize expenditures to better efficiency.

THE NATIONAL PROVISIONER has urged repeatedly that packers give to their power departments the same intelligent supervision that is given to processing departments, and that they require reports daily of operating performance, so that the results being accomplished can be determined. Unless a packer is willing to do these things, it is almost hopeless to expect that high efficiency and low costs will result.

Simply changing the personnel in the power department seldom accomplishes the results expected. A new man may come on the job equipped with intelligence, determination and ambition, but without the active cooperation of executives and the aid of modern appliances he soon becomes discouraged and loses interest.

The first step in improving power department efficiency and reducing costs is the active interest of responsible ex-

ecutives, and a policy toward expenditures that will enable the operating force to put the power department in first-class operating condition.

COAL BUYING METHODS.

Coal is not a standardized product. It varies greatly in different parts of the country, and even various purchases of the coal from one field or even one mine will not be uniform. Therefore there are possibilities for more scientific methods of coal purchasing than often are used.

One packer asks regarding general coal purchasing practice. He says:

Editor The National Provisioner:

Is there any advantage in buying coal on a heat unit basis? What is the general practice in the meat packing industry in regard to coal purchases?

It is the heat units in the coal that do the work. Therefore, the packer should be interested in knowing what he gets for his money. However, there are factors other than heat units which must be taken into consideration when purchasing coal. Among these is the price delivered into the meat plant coal bins.

Some coals burn better than others. Ash must be considered, because it costs money to handle it in the plant. Slagging, clinkering, etc., are qualities that often make unsatisfactory a coal suitable in other respects. In other words, how the coal operates in the plant may have an important bearing on steam costs.

And after all, the important thing is the cost to produce 1,000 lbs. of steam. It is unimportant whether this cost be secured with coal high in heat units or with one of lower grade. The surest way to determine the value of a coal is to test it under the plant's boilers keeping an accurate record of costs and results. It is some bother and expense to make these tests, but the results are very liable to justify the effort.

Some of the larger packers buy coal on specifications, but the general practice seems to be one determined by the operating engineer's preferences.

Refrigeration and Frozen Foods

Quick Freezing Poultry

Simplifying Distribution Problems of Poultry Handlers

By M. T. Zarotschenzoff.*

Poultry is a profitable sideline for many packers—a sideline capable of considerable expansion in the meat industry.

Some packers kill, dress and prepare poultry for market. Others prefer to purchase dressed poultry.

But whether the packer buys live poultry and processes it or buys dressed birds, one of his important problems is the preservation of the poultry in best possible condition until it reaches the retail outlet.

One of the large poultry consuming centers of the country is New York City. Here an unusual situation exists in that a large proportion of the population, being orthodox Jews, demand fresh-killed birds. Large quantities of live poultry are shipped to that market. Shipping alive, however, calls for special transportation methods, attention and care in transit, and usually forced feeding at destinations to make up weight lost in transit.

Air Freezing Unsatisfactory.

When dressed poultry is shipped the usual practice is to pluck and chill the birds immediately after killing, pack in boxes and freeze at temperatures averaging about minus 20 degs. Fahr. for

*Technical director, American Z Corporation.

2 or 3 days. They are held in cold storage at temperatures of zero to 5 degs. Fahr. either at point of production or at points of consumption. This product is the standard poultry obtainable in Eastern markets, whether they be chickens, ducks, turkeys or geese.

Everyone is familiar with the appearance of this product. It usually is discolored, shriveled and distorted. Discoloration comes from slow freezing in air; the shriveled appearance from shrinkage due to evaporation of moisture during freezing and in cold storage. Distortion is caused by packing in wooden boxes, while unfrozen. Consumers of this product seldom realize the difference in taste between it and an absolutely fresh product.

Recent tests were made by competent chemists on poultry. The birds were iced immediately on killing to extract the animal heat, packed in barrels with finely crushed ice between each layer of birds and delivered to the cold storage warehouses for freezing in less than 24 hours from the time of killing. They were held in cold storage, after freezing, for a period of six months, and when examined showed a bacteria count of several million per square centimeter.

Disadvantages of Air Freezing.

Tests carried out on the same birds as in the bacteria test showed that the per cent of fatty acid was 1.5 per cent. Fat acidity in food is something of which the ordinary layman is not aware, but the determination of its presence and quantity is one of the exacting methods of proving the freshness and richness of meats and it increases in proportion to the increase in bacteria count.

With the advent of special applica-

tions of refrigeration, known as quick freezing, the subject of preservation by refrigeration has been revolutionized. It long has been known that the more quickly heat can be extracted from foodstuffs the less destructive is that operation to the product. Every progressive step in foodstuff preservation for many years has been to shorten the freezing time. This has been accomplished, when freezing is done in air, by lowering the temperature. While air is about the most flexible medium for freezing it is also one of the poorest conductors of heat. The colder it is the drier it becomes, so that the lower the temperature of this medium the greater the extraction of moisture from the food product into the air. This results in loss of weight and a less attractive appearance. Other mediums than air, such as liquid brine, have been used for freezing but their methods of application have not been commercially possible to most foodstuffs.

Two Quick Freezing Methods in Use.

Quick freezing should not be confused with sharp freezing, which is freezing in air at very low temperatures. There are but two processes applicable to all foodstuffs which may properly be termed quick freezing. One was developed in the United States and the other in Europe. Both of these processes have been in commercial operation for less than five years, but only within the last year have they been applied to any quantity of poultry. In one of these processes poultry is placed in cartons or wrappings before freezing. In the other, freezing is done with the birds in direct contact with the freezing medium. With the latter process freezing may be done with product packed in cartons or other suitable container.

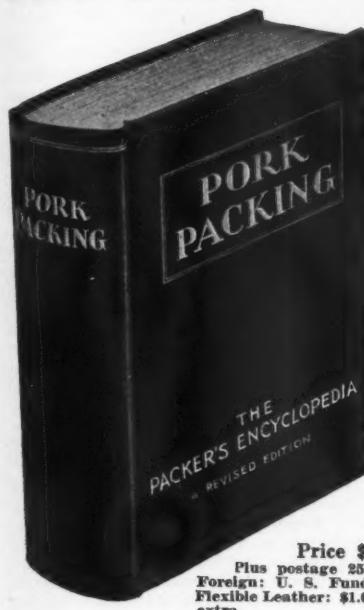
In view of the importance quick freezing is apparently destined to play in poultry distribution the manner in which it is applied to the preservation



QUICK FREEZING EQUIPMENT REQUIRES SMALL SPACE.

At the right is a Frick compressor by means of which the refrigerant is cooled. At the left is the "Z" tunnel in which the quick freezing is done. Quick frozen ducks are being stored for long periods without loss of appearance or quality.

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A PRACTICAL CHRISTMAS GIFT

of ducks in the Long Island producing centers undoubtedly will be of interest to meat packers. This particular method describes quick freezing by the "Z" method.

The apparatus consists essentially of an insulated tunnel containing refrigerated coils suitably placed. A continuous conveyor runs through this tunnel on which the birds to be frozen are placed. During the freezing operation the tunnel is filled with a mist or fog produced by forcing the refrigerant at considerable pressure through special atomizers. This mist or fog is in intimate contact with every portion of the birds.

How Freezing Is Done.

With the velocity back of it, each particle of fog rapidly contacts and extracts heat from the product, transferring the heat to the refrigerated coils within the tunnel. Contact with the cold coils causes the fog to condense and return to a reservoir at the bottom of the tunnel from where it is drawn through proper filters containing a sterilizing medium for circulation again through the atomizers.

Before entering the quick freezer the ducks are packed in frames which are the exact size of the shipping container. These frames are placed upon the conveyor belt which protrudes from the inlet end of the tunnel and are carried into the freezing tunnel by the conveyor.

The ducks are left in the freezing tunnel for the necessary time and are removed by the conveyor to the outlet end of the tunnel. Here the ducks are washed to remove any excess of the

Am I getting the highest possible yields from products?
Are all my operations as efficient as they could be?

Utilizing the hog carcass to best advantage is a day-to-day problem. Only by studying markets and checking against tests of the best experience can profitable results be secured in daily plant operation.

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CHAPTER HEADINGS

- I—Hog Buying
- II—Hog Killing
- III—Handling Fancy Meats
- IV—Chilling and Refrigeration
- V—Pork Cutting
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- VII—Hog Cutting Tests
- VIII—Making and Converting Pork Cuts
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- X—Provision Trading Rules
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- XII—Soaking and Smoking Meats
- XIII—Packing Fancy Meats
- XIV—Sausage and Cooked Meats
- XV—Rendering Inedible Products
- XVI—Labor and Cost Distribution
- XVII—Merchandising

REFRIGERATION NOTES.

The Hill Ice & Fuel Co., Jonesboro, Ark., will erect a cold storage and ice plant.

Jacksonville Precooling Co. has been incorporated in Jacksonville, Fla., by A. A. Miller and H. M. Mabry.

Thermostatically controlled refrigeration is a feature of the recently remodeled meat curing plant of the Claxton Ice Co., Claxton, Ga.

Isadore Kramer plans the opening of a wholesale produce and commercial cold storage business in Ft. Wayne, Ind.

Business men and farmers of Shelbina, Mo., have begun a campaign seeking the support of the community for the erection of a cold storage plant to cost approximately \$50,000.

Geo. A. Harris, Mrs. Lucy Boyd Harris and Miss Gertrude Harris have filed articles of incorporation for the Home Ice & Cold Storage Co., Henderson, N. C.

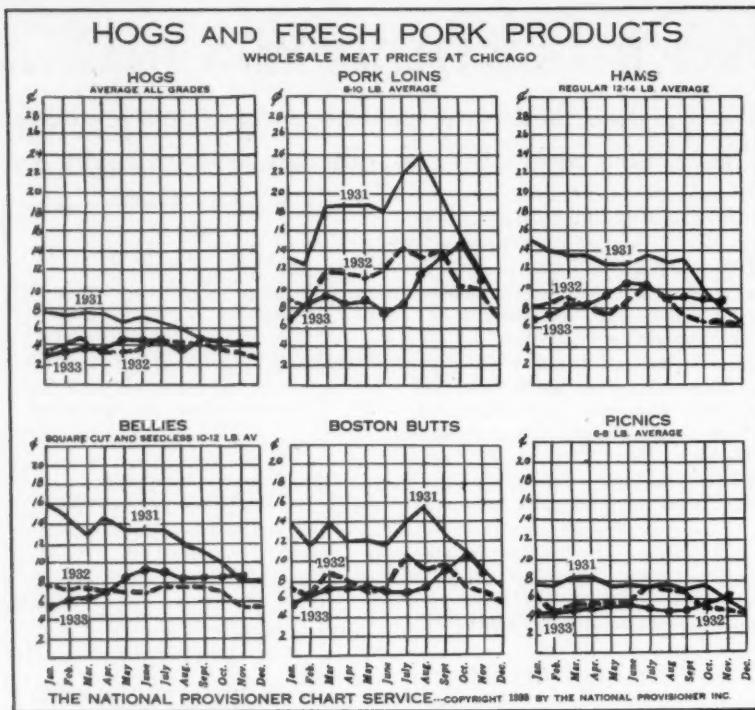
The Serv-Ice & Cold Storage Co., operators of ice plants at Logan and Madison, W. Va., have acquired the plant of the Man Ice & Supply Co., Man, W. Va.

The new cold storage unit of the Columbia Ice Co., Lake City, Fla., has been completed, giving the plant a storage capacity in excess of 200,000 lbs. of meat and other products.

The West End Ice & Storage Plant opened recently in Quitman, Ga. The new plant, owned by H. W. Myrick, has a daily capacity of 12 tons and 400,000 lbs. of meat. It was erected at a cost of \$20,000.

Proper temperatures are important for best curing results. "PORK PACKING," The National Provisioner's test book for packers, tells just what temperatures to use in the curing cellar.

December 9, 1933.



These charts in THE NATIONAL PROVISIONER DAILY MARKET SERVICE series show the trend of prices of fresh and cured pork products and live hogs at Chicago during November and the first eleven months of 1933 compared with those of one and two years ago.

Considerable increases in hog slaughter during November over that of October, continued weak buying power and a generally uncertain condition due to the processing tax and its increase on December 1, resulted in general weakness in the market for both fresh and cured pork meats. The total of all meats on hand at the end of the month recorded an increase over those of a month earlier while lard showed a slight decrease. Buyers have shown much resistance to higher prices or to any attempt on the part of packers to pass on the processing tax on hogs. There was an effort early in the month to do this but with little success.

Fresh Pork Cuts.

Loins.—Loin prices took a sharp tumble during the month which was largely seasonal owing to the competition offered all fresh meats by poultry during and prior to the holiday period. There was no inclination on the part of consumers at any time during the month to pay even moderate prices for pork loins which resulted in the sharp drop recorded. Freezer stocks were pretty well cleaned up prior to this period so that little competition was offered from this source but buying still held at a low level.

Hams.—Green hams continued to hold the fairly steady price position maintained in recent months with just a fair trade prevailing. Stocks of this product showed an increase, indicating slow movement even at the low prices prevailing.

earlier. There was a fair movement on accumulated stocks of boneless butts at very low prices.

Picnics.—This was the only green product which showed any price strength during November, continuing the very slight rise evident from the low point reached several months ago. However, during the last half of the month the market on this product was quiet and weak, easing off with the break in the loin market.

Cured Meats and Lard.

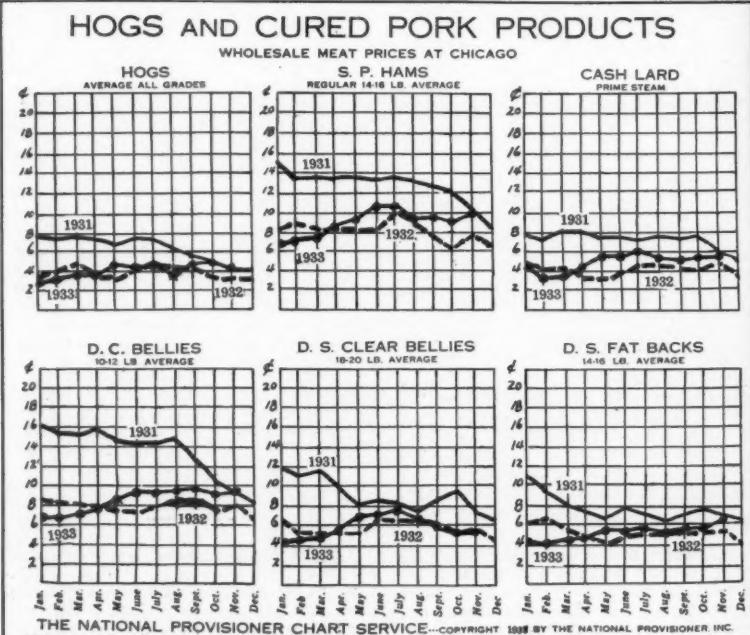
S. P. Hams.—There was a slow trade on all pickled meats, including hams. The export outlet was weak and the demand from the regular channels of distribution was not strong. As a consequence stocks of pickled hams increased during the month and were the highest for the period in three years.

Lard.—Lard prices continued firm at the low level prevailing during the previous month. There was some export outlet but this has accounted for no such amounts as were recorded in earlier years.

Dry Cure Bellies.—There was a fair moderate demand for dry cure bellies with some price increase. However, the bacon business apparently has not been strong and this has been reflected back in the belly market. The trade has been largely on a hand-to-mouth basis with stocks showing considerable increase, those on hand at the end of the month being the largest of any at this period in the past five years.

Dry Salt Bellies.—No volume of business to speak of was transacted in D. S. bellies during the month although the price level remained fairly stable at the low point reached at the end of October. The large percentage of light hogs in the runs has been reflected in stocks of dry salt bellies which declined considerably when compared with those of a month earlier.

D. S. Fat Backs.—Early in the month there was a fair trade in fat backs but this eased off and the product settled



Provision and Lard Markets

WEEKLY REVIEW

Trade Moderate—Market Barely Steady
—Hogs Easier—Western Run Moderate—Cash Trade Fair—Government Hog Restriction Plan Announced.

A moderate trade, irregular price movements, and a barely steady under-tone featured the lard market the past week. There was rather active transferring of December to the later deliveries at times, but the nearby position ultimately developed relative steadiness. This was due to the fact that the December liquidation was not outright, being transferred largely to the May delivery.

At the same time nearby selling appeared to be in strong hands. This development, however, was offset somewhat by an easier tone in hogs despite comparatively moderate western marketings the past week, and government efforts to raise prices.

The speculative situation in the market was aggravated to some extent by continued uncertainties regarding the government's monetary program. At no time, however, was there any material pressure upon the market. When outside commodities turned upwards, particularly grains, it was noticeable that lard followed to some extent and ignored backwardness in hog values.

Export Prospects Appear Better.

There were two outstanding features that leaned to the constructive side of hog products during the week. One was intimations that England may enlarge the U. S. import quota on hog products in order to secure a larger share of the prospective U. S. liquor trade. The other was the announcement of the government's program in bringing about a reduction in corn and hog supplies during the coming year.

As far as corn was concerned, Secretary Wallace said producers entering into an agreement to reduce the corn acreage by a minimum of 20 per cent below the average planted in 1932 and 1933 will receive payments at the rate of 30c a bushel on the estimated yield of acreage contracted for.

Action of officials at Washington indicated quite clearly that the government was satisfied with its commodity

down to a quiet market during the last half of the period. Production was not large, particularly of the heavier backs although stocks for the month showed some increase. The price is such as to show little advantage in disposing of them via the lard kettle.

Hogs.

Hogs were in good supply during November, receipts at the principal markets exceeding those of a month and a year ago. Prices have weakened owing to increased costs and the resistance of consumers to paying higher prices. This situation is aggravated by the competition of large quantities of low priced poultry available in all parts of the country at this time.

reduction program and intended to go through with the original plans.

Hog Receipts Ease.

Receipts of hogs at western packing points last week were 415,000 head, against 533,400 head the previous week and 535,400 head the same week last year.

Average price of hogs at Chicago at the beginning of the week was 3.40, against 3.50c a week ago, 3.35c a year ago, and 4.35c two years ago. The top hog price level at Chicago eased to 3.50c this week.

Average weight of hogs received at Chicago last week was 229 lbs., against 228 lbs. the previous week, 232 lbs. a year ago and 231 lbs. two years ago.

Lard stocks at Chicago during November decreased 4,329,000 lbs., totaling 79,831,000 lbs., against 6,590,000 lbs. at this time last year.

Official lard exports for the week ended November 25 were 11,317,000 lbs., against 7,089,000 lbs. last year. Exports from January 1 to November 26 have totaled 517,448,000 lbs., against 498,853,000 lbs. the same time last year. Exports of hams and shoulders,

including Wiltshires, for the week were 1,666,000 lbs., against 981,000 lbs. last year; bacon, including Cumbelines, 1,089,000 lbs., against 498,000 lbs.; pickled pork, 43,000 lbs., against 284,000 lbs. last year.

PORK—Market was steady and demand routine. At New York, with mess was quoted at \$17.00 per barrel; family, \$20.50 per barrel; fat backs, \$14.00@16.00 per barrel.

LARD—Market was irregular, but demand was fair. At New York, prime western was quoted at 5.45@5.55c; middle western, 5.25@5.35c; New York City tierces, 4%@4½c; tubs, 5%@5½c; refined Continent, 5%@5½c; South America, 5%@5½c; Brazil kegs, 5%@6c; compound, 6½c, in car lots, 6½c in smaller lots. At Chicago, regular lard in round lots was quoted at 60c under January, new contract; loose lard 85c under January; new contract; leaf lard, 77½c under January; new contract.

BEEF—Market was steady and demand fair. At New York, mess was nominal; packet, nominal; family, \$11.50@12.50 per barrel; extra India mess, nominal.

Hog Cutting Losses Are Larger

In spite of the lower live hog prices cut-out values showed increases over those of a week earlier due to the increase in the processing tax as of December 1. Meat values showed some strength during the week but the increased cost more than overbalanced this upturn in total product value. Prices of live hogs dropped close to the level of those of a year ago.

Quality of hogs is uniform and good and the price spread is narrow as a result of close competition for all kinds. At Chicago, weights from 170 to 280 lbs. predominated, heavy butchers scaling over 300 lbs. being scarce and there were few packing sows.

Receipts at the seven principal markets for the four days of the current week totaled 285,000 head compared with 245,500 in the three days of last week and 322,900 in the four days of the same week a year ago.

Some small buying on government account during the week, done through local packers, tended toward a strengthening influence but prices generally remained low. Top for the week at Chicago at \$3.60 was made on the first and last day of the period and the high average of \$3.45 was made on Thursday with the low of \$3.35 and a low top of \$3.50 on Tuesday.

The following test is worked out on the basis of live hog costs and green product prices at Chicago during the first four days of this week, as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE. Average credits and costs were used, the latter including the processing tax of \$1.00 per hundred-weight.

Packers should not fail to work out this test daily, keeping a close check on yields as well as prices. Margins are so narrow that the intervention of even a small cost may be of material importance.

	160 to 180 lbs.	180 to 220 lbs.	220 to 250 lbs.	250 to 300 lbs.
Regular hams	\$1.23	\$1.22	\$1.18	\$1.16
Picnics	.30	.28	.26	.24
Boston butts	.23	.23	.23	.23
Port loins	.95	.84	.75	.71
Bellies, light	.96	.94	.62	.20
Bellies, heavy	...	...	.18	.45
Fat backs	.17	...	.17	.28
Plates and jowls	.06	.06	.10	.12
Draw lard	.09	.09	.09	.09
P. S. lard, rend. wt.	.60	.63	.60	.56
Spareribs	.06	.06	.06	.06
Regular trimmings	.09	.09	.08	.08
Feet, tails, neckbones	.04	.04	.04	.04
Total cutting value	\$4.61	\$4.50	\$4.38	\$4.22
Total cutting yield	68.50%	69.50%	71.00%	72.00%
Crediting edible and inedible offal values to the above totals and deducting from these the cost of well finished live hogs of the weights shown, plus all expenses, including the processing tax of \$1.00 per cwt., the following results are secured:				
Loss per cwt.	\$.17	\$.33	\$.43	\$.51
Loss per hog	.29	.68	1.00	1.40

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EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Dec. 6, 1933.

Business is very quiet in the fertilizer line because fertilizer manufacturers in this section have been holding conferences with reference to the new fertilizer code, and until they are able to move out some of the stocks of mixed fertilizer they will be slow in taking delivery of raw materials.

Prices remain about the same as a week ago with the exception of foreign bone meals which are offered at slightly lower prices.

Stocks of tankage and blood are light in this section.

Watch "Wanted Page" for bargains.

PACKINGHOUSE BY-PRODUCT YIELDS.

The estimated yield and production of by-products from slaughters under federal inspection in September, 1933, with comparisons:

	Average wt. per animal.		Per cent of live weight.		Production					
	Sept. 1, 1932. Lbs.	Sept., 1933. Lbs.	Sept. 1, 1932. Pet.	Sept., 1933. Pet.	Sept. 1, 1932. M lbs.	Sept. 1, 1932. M lbs.	Sept. 1, 1932. M lbs.	Sept. 1, 1932. M lbs.	Sept., 1933. M lbs.	Sept., 1933. Pct.
Edible beef fat ¹	38.24	32.82	4.01	3.49	307,278	26,129	24,406	26,765	102,45	
Edible beef offal	30.27	29.98	3.18	3.19	242,719	21,998	21,048	24,457	111.18	
Cattle hides	62.89	62.03	6.60	6.60	508,454	45,913	44,740	50,928	110.82	
Edible calf fat ¹	1.29	1.59	.74	.82	5,968	572	548	643	112.41	
Edible calf offal	6.41	6.48	3.67	3.33	29,945	2,638	2,383	2,626	99.55	
Lard ²	35.83	35.74	15.47	16.06	1,659,298	97,067	106,696	108,085	111.39	
Edible hog offal	0.12	7.48	2.81	3.14	307,354	20,997	22,131	22,560	110.44	
Trimmings	10.20	17.45	6.50	7.57	18,844	45,357	51,357	54,284	119.22	
Inedible hog grease	2.75	5.26	1.19	1.57	130,119	6,118	9,040	9,902	121.98	
Sheep edible fat ¹	1.73	1.67	2.11	1.97	29,777	2,483	2,699	2,522	101.49	
Sheep edible offal	1.98	1.93	2.42	2.42	84,151	2,961	3,215	3,100	104.69	

¹Unrendered. ²Rendered.

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Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—A weaker situation prevailed in the tallow market at New York the past week, but good business appeared to have passed. It was reported that extra sold at 3½c, followed by business at 3½c f.o.b. The volume was difficult to secure, but the indications were that upwards of 250,000 lbs. changed hands. At the same time, considerable export business apparently was accomplished.

In one packinghouse quarter it was stated that about 4,000 tons of tallow had been worked for export the past week on a basis of about 3.75@4c f.a.s. steamer. While such a quantity could not be confirmed in other tallow circles, nevertheless it was stated that considerable business had passed in grades other than extra with some business in fancy and choice.

The trade was reported accomplished in drums, iron bound woods and in barrels, with the price varying greatly. At any rate, it was apparent that the decline in the market for tallow had offset the easier foreign exchange rates at times, and that export business in tallow was still something the domestic consumer has to reckon with.

At New York, special was quoted at 3c; extra, 3½c; edible, 4½c nominal.

At Chicago, trading was reported quiet in the tallow market, with demand slow for nearby shipment. Prices ruled steady. Edible was quoted at 4c; fancy, 3½c; prime packer, 3½c; No. 1, 3½c; No. 2, 2½c.

There was no London tallow auction this week. At Liverpool, Argentine beef tallow, December-January shipment, was unchanged at 20s 3d, while Australian good mixed at Liverpool, December-January shipment, was unchanged at 20s 3d.

STEARINE—Market was quiet and steady at New York. Oleo was quoted at 5½c plant, but stearine was reported available from the West at 5½c. At Chicago, the market was quiet and about steady. Oleo was quoted at 4% @5c.

OLEO OIL—Demand appeared quiet, but the market held at the recent levels. Extra at New York was quoted at 5% @6½c; prime, 5½@6c; lower grades, 5@6c. At Chicago, the market was routine, but steady. Extra was quoted at 5%.

See page 80 for later markets.

LARD OIL—Demand was again limited to nearby requirements, and the market generally was quiet but steady. Prime at New York was quoted at 9½c; extra winter, 8c; extra, 7½c; extra No. 1, 7½c; No. 1, 7c; No. 2, 6½c.

NEATSFOOT OIL—Demand was rather limited, but prices displayed a steady tone. Pure at New York was quoted at 18c; extra, 7½c; extra No. 1, 7½c; cold test, 16½c.

GREASES—Position of the grease markets in the East was distinctly easier the past week as a result of freer offerings and a lower range in

tallow. Demand for greases was less active, and this cut considerable figure. On the decline offerings were less pressured, but the position of the market was still unsteady. Indications were that the recent purchases of government grease by large consumers had temporarily eliminated demand from those quarters. This likewise was a little unsettling.

At New York, yellow and house were quoted at 2%@2½c, compared with 3@3½c recently. A White was quoted at 3½@3½c; B white, 3½@3½c; choice white, at 4c nominal.

At Chicago, trade in greases was rather quiet and demand was slow, especially for nearby shipment. The undertone was barely steady. Brown at Chicago was quoted at 2½c; yellow, 2½@2½c; B white, 3c; A white, 3½c; choice white, all hog, 3½c.

By-Products Markets

Chicago, Dec. 9, 1933.

Blood.

Market continues firm.

	Unit Ammonia.
Ground and unground	\$ @2.35n

Digester Feed Tankage Materials.

Market reported quiet. Prices nominal.

	Unit Ammonia.
Unground, 10 to 12% ammonia	\$1.60@1.75 & 10c
Unground, 8 to 10% ammonia	1.75@1.85 & 10c
Liquid stick	@1.50

Dry Rendered Tankage.

Trading quiet. Buying interest light. Hard pressed and exp. unground per unit protein \$.40@ .42½c Soft prsd. pork, ac. grease & quality, ton @18.00 Soft prsd. beef, ac. grease & quality, ton @15.00

Packinghouse Feeds.

	Per Ton.
Digester tankage meat meal	\$280.00
Meat and bone scraps, 50%	\$235.00
Steam bone meal, 65%, special feeding per ton	@25.00n
Raw bone meal for feeding	@27.00n

Fertilizer Materials.

Market steady with last week.

High grd. tankage, ground, 10@12% am.	\$1.90@ 2.00 & 10c
Bone tankage, ungrd., low gd., per ton	@15.00
Hoof meal	@ 1.90

Bone Meals (Fertilizer Grades.)

Fertilizer bone meals seasonally quiet. Prices nominal.

Steam, ground 3 & 50	\$ @20.00n
Steam, unground, 3 & 50	@18.00n

Horns, Bones and Hoofs.

Horns, according to grade	\$80.00@90.00
Mfg. skin bones	65.00@85.00
Cattle hoofs	25.00@30.00
Junk bones	14.00@15.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Gelatine and Glue Stocks.

Product moving in better volume. Prices nominal.

	Per ton.
Kip stock	\$10.00@12.00
Calf stock	12.00@15.00n
Sinews, pizzles	@10.00
Horn pits	16.00@17.00
Cattle jaws, skulls and knuckles	@23.00
Hide trimmings (new style)	4.00@ 6.00
Hide trimmings (old style)	6.00@ 8.00
Pig skin scraps and trim, per lb.	3½ @ 3½c

Animal Hair.

Market somewhat stronger.

Summer coil and field dried	¾ @ 1½c
Winter coil dried	1½ @ 1½c
Processed, black, winter, per lb.	½ @ ½c
Processed, grey, winter, per lb.	½ @ ½c
Cattle switches, each*	1½ @ 1½c

*According to count.

TAX ON CASINGS.

Casings have been held by the Commissioner of Internal Revenue to be edible product and so subject to the government floor tax on edible pork products, which was imposed as of November 5. Originally casings were not included as the Bureau of Animal Industry has not regarded them as edible product. However, according to the commissioner's ruling, a tax of 11c per hundredweight is applicable on all hog casings.

GEO. H. JACKLE

Broker

Tankage, Blood, Bones
Cracklings, Bonemeal
Hoof and Horn Meal

Chrysler Bldg.,
405 Lexington Ave.
New York City

Automatic TEMPERATURE CONTROL

FOR Hot Water Heaters, Hog Scalding and Dehairing, Ham and Sausage Cooking, Smoke Houses, Storage and Thawing Rooms, etc.

Increase your profits and improve the quality of your product with Powers Automatic Temperature Control. Stop spoiled products and waste of steam due to overheating caused by errors of hand control. Write for bulletins.

40 Years of Specialization in Temperature Control

2725 Greenview Ave., Chicago—231 E. 46th St., New York

ALSO 41 OTHER CITIES

POWERS REGULATOR CO.



casings. An export drawback on hog casings of this amount also is permissible.

It is hoped that a clarification of the definition of casings may be secured that will exclude casings in accordance with the original understanding between representatives of the Institute of American Meat Packers, acting for the meat packing industry as a whole, and representatives of the Department of Agriculture as per their understanding in their conferences on conversion factors.

Should the ruling stand, it would apply only to stocks on hand November 5.

OLEO TAX HELD INVALID.

The Kentucky tax of 10c lb. on oleomargarine was rejected by the supreme court on December 4, the first time the highest tribunal has ruled in the margarine cases. It was also said to be the first test on the principle of taxing a food product.

The court upheld the decision of the three judges sitting together in the federal district court for Kentucky which granted an injunction restraining the state from collecting the tax. The opinion was given in a suit filed by the Field Packing Co., Bowling Green, Ky., which contended the tax was prohibitory and confiscatory.

The supreme court, in approving the finding of the lower court, left the way open for imposition of such a tax if permitted under the Kentucky state constitution in future.

The federal district court in its decision enjoining collection under the tax law, which was passed at the 1932 session of the legislature, said:

"It is not within legislative competence, by taxation, to destroy a legitimate business in times of depression any more than in normal times, and, as we are living in subnormal times, the validity of the tax in question must be measured by its effect during these times."

As a result of the tax law, the sale of oleomargarine was stopped in Kentucky so that although the law was a revenue act, no revenue accrued.

The importance of the final ruling of the supreme court was emphasized by those familiar with the litigation who said that some 10,000,000 Americans are users of oleomargarine. Fourteen states, besides Kentucky, have passed stamp taxes for the product and the act of one of them—Washington—now is under review by the supreme court. Several legislatures now in session, among them Missouri which has pending four bills, are considering margarine tax bills.

It was pointed out that in recent months Governor Horner of Illinois and Rolph of California have vetoed oleomargarine tax bills, and that the people of five states, California, Oregon, Washington, Colorado and Michigan, have, by referendum, rejected proposals to tax the product.

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Dec. 6, 1933.—Crude cotton oil is dull and unchanged at 3½c lb. for Valley and 3c lb. for Texas and Oklahoma. Bleachable is steady at 4c lb. loose New Orleans. Futures are fractionally lower and hedging light. Soap stock is weak and declining. Majority of mills are holding oil in expectation of better markets in January or February.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Dec. 7, 1933.—Crude cottonseed oil, 3½c lb. nominal; forty-one per cent protein cottonseed meal, \$19.00; loose cottonseed hulls, \$6.00@7.00.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Dec. 6, 1933.—Prime cottonseed oil, 3½c lb.; forty-three per cent meal, \$19.50; hulls, \$8.00.

OCTOBER MARGARINE EXPORTS.

Exports of oleomargarine from the United States during October totaled 30,658 lbs. as against 32,580 lbs. in the same month a year ago. For the first ten months of 1933 exports totaled 237,008 lbs. compared with 426,802 lbs. in the 1932 period. The bulk of the October export was shipped to the West Indies.

SWEDISH MARGARINE DUTY.

The Swedish duty on oleomargarine has been increased from 15 crowns to 35 crowns per 100 kilos, according to the London Board of Trade Journal. An excise tax of 0.20 crowns per kilo has also been imposed on oleomargarine produced in Sweden.

PROPOSALS

SALE OF ROUGH UNGROUND TANKAGE.

DEPARTMENT OF AGRICULTURE, Agricultural Adjustment Administration, Meat Processing Section, Washington, D. C.—Sealed bids will be received in this office until 1:00 o'clock p. m., December 21, 1933, and then publicly opened, for the sale of rough unground tankage resulting from the Emergency Hog Program, under the Agricultural Adjustment Act. Bids are requested on any or all specified lots, now located at various points of production, of (a) approximately twenty-one hundred and eighty tons produced by the wet rendering process; and (b) approximately four hundred and twenty tons produced by the dry rendering process. Separate bidding forms will be provided for each kind of tankage. Details of specifications, and forms of proposals may be obtained at Room 4546, South Building, Department of Agriculture, Washington, D. C., G. C. SHEPARD, Chief, Meat Processing Section.

COTTON OIL TRADING.

COTTONSEED OIL—Store oil demand at New York was limited and the market fluctuated with futures. Southeast and Valley crude were quoted at 3½c nominal; Texas, 3½c nominal. Market transactions at New York:

Friday, December 1, 1933.

	—Range—	Closing—		
	Sales.	High.	Low.	Bid.
Spot			a	
Dec.		426	a	440
Jan.	15	440	440	444
Feb.			440	a 460
Mar.	1	464	464	464 a trad
April			465	a 485
May	13	484	484	484 a 488
June			485	a 505
July	5	500	500	499 a 505

Sales, including switches, 34 contracts. Southeast crude, 3½c nominal.

Saturday, December 2, 1933.

	—Range—	Closing—		
	Sales.	High.	Low.	Bid.
Spot			a	
Dec.		420	a	
Jan.		430	a	440
Feb.	12	437	435	432 a 442
Mar.			458	a 463
April			460	a 480
May	3	484	484	480 a 482
June			480	a 500
July			494	a 498

Sales, including switches, 15 contracts. Southeast crude, 3½c nominal.

Monday, December 4, 1933.

	—Range—	Closing—		
	Sales.	High.	Low.	Bid.
Spot			a	
Dec.		425	a	435
Jan.		428	a	435
Feb.		430	a	450
Mar.	1	455	455	455 a 465
April			460	a 475
May	6	475	474	473 a 475
June			475	a 495
July			492	a 494

Sales, including switches, 9 contracts. Southeast crude, 3½c nominal.

Tuesday, December 5, 1933.

	—Range—	Closing—		
	Sales.	High.	Low.	Bid.
Spot			a	
Dec.		430	a	445
Jan.		435	a	438
Feb.		435	a	455
Mar.		462	a	465
April			465	a 485
May	18	482	473	479 a 486
June			480	a 500
July			495	a 502

Sales, including switches, 30 contracts. Southeast crude, 3½c nominal.

Wednesday, December 6, 1933.

	—Range—	Closing—		
	Sales.	High.	Low.	Bid.
Spot			a	
Dec.		425	a	440
Jan.		429	a	438
Feb.		430	a	450
Mar.	2	460	459	459 a 460
April			465	a 480
May	18	480	478	477 a 481
June			478	a 495
July	16	500	495	495 a 496

Sales, including switches, 39 contracts. Southeast crude, 3½c nominal.

Thursday, December 7, 1933.

	—Range—	Closing—		
	Sales.	High.	Low.	Bid.
Dec.		425	425	425 a 440
May		483	483	482 a 486
July		500	500	499 a 506

See page 30 for later markets.

HULL OIL MARKETS.

Hull, England, Dec. 6, 1933. — (By Cable.)—Refined cottonseed oil, 16s 9d; Egyptian crude cottonseed oil, 14s 6d.

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Vegetable Oil Markets

WEEKLY REVIEW

Trade Moderate—Market Irregular—Cash Demand Routine—Crude Oil Quiet—Seed Relatively Firm—Monetary Uncertainties Continue—Lard Action Still Disappointing.

Operations in cotton oil futures were on a somewhat more moderate scale the past week than of late, and prices moved irregularly, although displaying but modest net changes compared with the previous week. Operations were mixed, and there was little that was new within the market itself or in allied quarters. As a result, the backing and filling trend in oil prices was not surprising, although at times lack of outside buying power was somewhat disconcerting.

Commission houses and professionals were on both sides. With cash trade moderate and routine and crude markets dull and featureless, there developed a renewed tendency to await some new influential factors. The currency situation lacked clarification from Washington, so that uncertainties continued in that direction.

Lack of pressure on the setbacks in all of the commodity markets more or less confirmed the general belief that speculators lean to the constructive side of the markets and would operate more freely had they a better knowledge of the monetary prospects. Backing and filling of foreign exchange rates failed to have as much influence as it had heretofore.

Market Interest Lacking.

While Continental political news and financial news from some of the countries remaining on gold was unsettling at times, nevertheless, this uneasiness appeared to have been relieved about the middle of the week.

A disturbing element in the oil situation was the continued unsatisfactory action in hogs and lard. The hog market appeared to be paying no attention whatsoever to the government's efforts to raise hog levels to the producer. The result was that lard was barely steady throughout the week, although a fairly good routine trade ap-

peared to be passing. However, it was noticeable that when grains and other commodities showed a tendency to stiffen, lard scored somewhat of a recovery.

Considerable discussion continued in oil circles relative to the fact that a majority of the mills are closed down, and the relatively high prices being paid for seed as compared to what mill products were bringing. As a result, there was little or no pressure from the South. Crude markets were dull and nominal most of the time. Southeast and Valley were quoted at 3½c; Texas, 3¾c.

Cotton Crop Estimates Confirmed.

A number of private cotton reports made their appearance. These showed a wide spread owing to difference in weight of bales. However, estimating 500-lb. bales, the reports averaged around 13,000,000 bales, or within striking distance of the last government estimate. There was sufficient uncertainty to create a tendency to await the December government report.

At the same time, the cotton raisers' attitude in marketing both cotton and seed was being watched closely. As far as cotton was concerned, reports indicated a rather definite holding movement. Many are taking advantage of the government loan offer, while others were simply holding on to their production, apparently with the idea of disposing of their cotton should the market advance materially above the 10c loan figure.

There was quite a little transferring of nearby oil futures to the later months by speculative holders. Refining interests were doing the reverse. As a result of these operations it was evident that a large open interest exists in the May oil delivery at New York.

COCONUT OIL—Demand was quiet throughout the week and the market was barely steady owing to an easiness in competing quarters. At New York, tanks were quoted at 3c sellers. At the Pacific Coast nearby tanks were quoted at 2½c nominal; early next year, 3c.

CORN OIL—Demand was rather quiet and the market was about steady.

Tanks were quoted at 4c sellers, Chicago.

SOYA BEAN OIL—While the market was quoted at 6c f.o.b. western mills, it was felt that prices could be shaded ¼c on firm bids.

PALM OIL—Cabled offerings from abroad were few and far between. Demand from consumers was lacking, and rapidly fluctuating foreign exchange rates further complicated the situation. Nominally spot Nigre at New York was quoted at 3¾c; shipment Nigre, 3½c; 12½ per cent acid, 3¾@3.45c; 20 per cent, 3¾@3.40c.

PALM KERNEL OIL—Market was dull and quoted nominally at 3½c c.i.f. New York, bulk in bond.

OLIVE OIL FOOTS—Market was rather quiet and a little easier, but price changes appeared to be largely the result of exchange fluctuations. At New York, spot foots were quoted at 6¼@6½c; shipment foots, 6¾c.

RUBBERSEED OIL—Market nominal.

SESAME OIL—Market nominal.

PEANUT OIL—Trade was quiet, and the market lacked features. Prices were quoted at 3¾@4c f.o.b. mills.

MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., Dec. 6, 1933.

Cottonseed meal market was dull but strong and somewhat higher. Market closed today 10@25c higher than on yesterday. January meal sold during the session at \$19.75, but was later offered at \$19.65, with \$19.50 being bid. Trading was inclined to drag, but at no time was the market under any selling pressure. Outside influences were negligible, as most of the major markets were unchanged, and fluctuations were within a narrow range. There was a better demand reported yesterday in the northern markets for cottonseed meal, but this was insufficient to be a market influence.

Cotton seed market was somewhat easier, with prices being 25@50c lower. Trading was dull, and the market lacked interest.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

G. H. Hammond Company

Hammond's
Mistletoe
MARGARINE

Chicago,
Illinois

December 9, 1933.

Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products were barely steady the latter part of the week, renewed heaviness in commodities generally having an adverse effect. Selling was checked by hog purchases for government relief, upwards of 14,000 head having been bought, with intimations of further buying. Hogs were steadier; top, \$3.60.

Cottonseed Oil.

Cotton oil was quiet and about steady. Government report considered a stand-off. Crop estimated at 13,177,000 bales. Ginnings to date have been 12,108,000 bales. Crude is unchanged; offerings light; Southeast and Valley, 3 1/4 c lb. nominal; Texas, 3 1/4 c lb. nominal.

Closing quotations on bleachable prime summer at New York:

Dec., \$4.29@4.40; Jan., \$4.35@4.40; Feb., \$4.38@4.55; Mar., \$4.61@4.65; Apr., \$4.65@4.85; May, \$4.78@4.83; June, \$4.80@5.00; July, \$4.97@5.00.

Tallow.

Tallow, extra, 3 1/4 c f.o.b.

Stearine.

Stearine, 5% c plant.

Friday's Lard Markets.

New York, Dec. 8, 1933.—Lard, prime western, \$5.50@5.60; middle western, \$5.30@5.40, tax included; city, 4 1/4 c; refined Continent, 5%@5 1/4 c; South American, 5%@5 1/4 c; Brazil kegs, 5%@6 c; compound, car lots, 6 1/4 c, tax excluded.

LARD AND GREASE EXPORTS.

Exports of lard from New York City, Dec. 1, 1933, to Dec. 6, 1933, totaled 5,861,580 lbs.; tallow, 1,285,660 lbs.; greases, none; stearine, 101,200 lbs.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Dec. 7, 1933:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS (1) (300-500 LBS.):				
Choice	\$9.00@10.50			
Good	7.50@ 9.50			
Medium	5.50@ 8.00			
Common	5.00@ 5.50			
STEERS (500-600 LBS.):				
Choice	8.50@ 9.50		9.00@ 9.50	9.50@10.50
Good	7.00@ 8.50		8.00@ 9.00	8.50@ 9.50
Medium	5.50@ 7.00		5.50@ 7.50	6.50@ 7.50
Common	5.00@ 5.50		5.00@ 5.50	6.00@ 6.50
STEERS (600-700 LBS.):				
Choice	8.00@ 9.00		8.50@ 9.00	9.00@ 9.50
Good	7.00@ 8.00		7.50@ 8.50	8.00@ 9.00
Medium	6.00@ 7.00	6.00@ 7.00	5.50@ 7.00	6.50@ 7.50
STEERS (700 LBS. UP):				
Choice	8.00@ 8.50	8.00@ 9.00	8.00@ 9.00	8.50@ 9.00
Good	7.00@ 8.00	7.00@ 8.00	7.00@ 8.00	7.50@ 8.50
COWS:				
Good	5.50@ 6.50	5.50@ 6.00	6.00@ 6.50	6.00@ 7.00
Medium	4.50@ 5.50	5.00@ 5.50	5.00@ 6.00	5.00@ 6.00
Common	3.75@ 4.50	4.50@ 5.00	4.50@ 5.00	4.50@ 5.00
Fresh Veal and Calf Carcasses:				
VEAL (2):				
Choice	9.00@10.00	9.00@10.00	8.00@10.00	9.00@10.00
Good	8.00@ 9.00	7.50@ 9.00	7.00@ 8.00	8.00@ 9.00
Medium	6.50@ 8.00	6.00@ 7.50	6.00@ 7.00	7.00@ 8.00
Common	5.50@ 6.50	5.00@ 6.00	5.00@ 6.00	6.00@ 7.00
CAFE (2) (3):				
Good			6.00@ 7.00	
Medium			5.00@ 6.00	
Common			4.50@ 5.00	
Fresh Lamb and Mutton:				
LAMB (38 LBS. DOWN):				
Choice	12.00@13.00	12.00@13.00	12.50@13.00	12.50@13.00
Good	11.00@12.00	11.50@12.50	11.50@12.50	12.00@12.50
Medium	10.00@11.00	10.50@11.50	10.50@11.50	10.00@11.00
Common	9.00@10.00	9.50@10.50	9.50@10.50	
LAMB (39-45 LBS.):				
Choice	11.50@12.50	12.00@13.00	12.00@12.50	12.50@13.00
Good	10.50@11.50	11.50@12.50	11.00@12.00	12.00@12.50
Medium	9.50@10.50	10.50@11.50	10.00@11.00	10.00@11.00
Common	8.50@ 9.50	9.50@10.50	9.00@10.00	
LAMB (46-55 LBS.):				
Choice	10.00@11.00	11.00@12.50	10.50@11.50	11.50@12.00
Good	9.00@10.00	10.50@12.00	9.50@10.50	10.50@11.50
MUTTON (EWE) 70 LBS. DOWN:				
Good	4.50@ 5.50	5.00@ 6.00	6.00@ 7.00	6.00@ 6.50
Medium	3.50@ 4.50	4.00@ 5.00	5.00@ 6.00	5.50@ 6.00
Common	2.50@ 3.50	3.00@ 4.00	4.00@ 5.00	5.00@ 5.50
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	8.50@ 9.50	10.00@10.50	10.00@11.00	9.00@10.50
10-12 lbs. av.	8.50@ 9.50	10.00@10.50	10.00@11.00	9.00@10.50
12-15 lbs. av.	8.00@ 8.50	9.50@10.50	9.00@10.00	9.00@10.00
16-22 lbs. av.	7.50@ 8.00	8.00@ 9.00	8.50@ 9.50	8.00@ 9.00
SHOULDERS, N. Y. STYLE, SKINNED:				
8-12 lbs. av.	5.50@ 6.50		6.50@ 8.50	7.50@ 8.50
PICNICS:				
6-8 lbs. av.		7.50@ 8.00		7.00@ 7.50
BUTTS, BOSTON STYLE:				
4-8 lbs. av.	6.00@ 7.50		7.50@ 9.50	8.50@ 9.50
SPARE RIBS:				
Half sheets	4.50@ 6.00			
TRIMMINGS:				
Regular	3.50@ 4.00			
Lean	7.00@ 8.00			

(1) Includes heifer 450 lbs. down at Chicago. (2) Includes "skins on" at New York and Chicago.

(3) Includes sides at Boston and Philadelphia.

BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, Dec. 8, 1933.—Fair demand for hams and lard but none for picnics. General market dull.

Friday's prices were as follows: Hams, American cut, 73s; hams, long cuts, 78s; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, 62s; Wiltshires, unquoted; Cumbrians, exhausted; Canadian Wiltshires, 69s; Canadian Cumbrians, 58s; spot lard, 29s 3d.

STOCKS AT 7 MARKETS.

Stocks of most meats and lard at the seven principal markets increased during November and were much larger than those on hand a year ago. Pickled meats increased 28,000,000 lbs. during the month and are 38,500,000 lbs. larger than those at the same time last year. While dry salt meats declined during the month they are more than double those of a year ago. The quantity of lard on hand is more than eight times as large as last year.

Weakness in buying power accounts for this in large measure, although there was some increase in hog receipts over those of the same month last year. There has been heavy competition from large supplies of quality beef and the month's consumption of meat always is increased by the heavy supplies of poultry consumed during the holiday period.

Stocks at Chicago, Kansas City, Omaha, St. Louis, East St. Louis, St. Joseph and Milwaukee, on November 30, 1933, with comparisons as especially compiled by THE NATIONAL PROVISIONER, are reported as follows:

	Nov. 30, 1933.	Oct. 31, 1933.	Nov. 30, 1932.
Total S. P. meats	169,959,692	151,171,897	131,304,630
Total D. S. meats	43,191,223	50,145,782	19,212,444
Total all meats	225,480,327	211,672,072	153,711,842
P. S. lard	80,234,071	87,890,974	4,271,900
Other lard	11,542,363	7,982,414	7,167,240
Total lard	91,826,434	95,883,388	11,439,230
S. P. regular hams	41,315,123	36,065,998	32,468,532
S. P. skinned hams	70,295,255	64,500,048	55,034,420
S. P. bellies	46,185,405	38,611,856	33,992,877
S. P. picnics	11,826,372	11,833,587	5,903,232
D. S. bellies	34,568,768	43,116,238	16,622,146
D. S. fat backs	7,169,665	6,626,698	2,245,490

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the five days ended December 2, 1933, were 3,900,000 lbs.; previous week, 5,154,000 lbs.; same week last year, 4,860,000 lbs.; from January 1 to December 2 this year, 209,231,000 lbs.; same period a year ago, 182,895,000 lbs.

Shipments of hides from Chicago for the five days ended December 2, 1933, were 5,514,000 lbs.; previous week, 5,869,000 lbs.; same week last year, 9,243,000 lbs.; from January 1 to December 2 this year, 240,078,000 lbs.; same period a year ago, 236,882,000 lbs.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Dec. 8, 1933, show exports from that country were as follows: To the United Kingdom, 131,613 quarters; to the Continent, 768. Exports the previous week were: To England, 72,736 quarters; to Continent, 6,991.

Hide and Skin Markets

Chicago.

PACKER HIDES—The packer hide market continues active and steady. Total of around 60,000 hides, mostly Nov. take-off, sold this week at unchanged prices, while about 40,000 more moved at the close of last week same basis, or a total of about 100,000 hides since the last report.

At the close of last week, the two packers who had not participated in the earlier trading moved a moderate line of hides, and one of the packers who had sold earlier also moved a few more.

Around the middle of this week, a total of about 60,000 hides were sold on two days, running well to light cows and branded cows, with most other descriptions included in a moderate way, all at steady prices. Native steers sold at 10½c; a few extreme light native steers at 10¾c; butt branded steers 10¾c; Colorados 10c; few heavy Texas steers 10½c; car or two light Texas steers 9½c; extreme light Texas steers and branded cows 10c; heavy native cows 10c; light native cows 10½c for northern points and 10¾c for River points.

At the same time, a Minnesota packer, who sells on big packer grading, moved Dec. production of hides, around 9,000, at a half-cent under these prices. However, since these were sold ahead into mid-winter quality, the sale was viewed as having little bearing on the present Chicago market.

Packers continue to move hides at the going market and are keeping stocks fairly well cleaned up, relieving the market of any pressure.

SMALL PACKER HIDES—Last trading in local small packer all-weights, Nov. production of several outside plants, was at 10c for native cows and steers and 9½c for branded; market quoted nominally unchanged.

Local small packer association sold Nov. hides at the close of last week at steady prices; 700 native steers 10½c, 1,000 extreme light native steers 10¾c, 700 Colorados 10c, 700 heavy native cows 10c, 2,000 light native cows 10½c, and 2,000 branded cows 10c.

Last trading in Pacific Coast market was at 9c flat, for steers and cows, f.o.b. shipping points; market unchanged.

FOREIGN WET SALTED HIDES—In South American market, 8,000 frigorifico light steers sold at close of last week equal to 10½@11½c, c.i.f. New York. Early this week 4,000 frigorifico steers were reported equal to 10¾c, New York, around ½c lower than last sale; later, 6,000 more sold equal to 10½@10¾c, New York.

COUNTRY HIDES—Offerings of country hides continue more liberal with heavier winter kill getting underway. Buyers are talking a half-cent lower for countries, based on the more liberal supplies, but inquiries are light and market rather dull. All-weights offered at 8½c, selected, delivered, trimmed basis, with best bid 8c. Heavy steers and cows dull and around 7½c, nom. Buff weights quoted 8@8½c, top for trimmed. Extremes are rather hard to sell at 10c, trimmed, some quot-

ing 9½@10c. Bulls about 5c flat. All-weight branded 6½@6¾c, flat, less Chicago freight.

CALFSKINS—As previous reported, last sale of Oct. packer calfskins was at 21c for preferred northern point heavies 9½/15-lb., 19½c for River point heavies, and 15½c for lights under 9½-lb. One packer sold about 25,000 calf, Nov. production except for a few southerns, on private terms; these had been offered at 22c for northern point heavies, and trade inclined to view the market around 21½c for best northern point heavies, 20@20½c for River point heavies, and 15½@16c for lights. Another packer offering Nov. calf at 23c, 21c and 17c.

Chicago city calfskins last sold at 14½c for a car 8/10-lb. new hair selection, with 14½c now asked; last sale of 10/15-lb. was at 17c, with offerings held at 18c. Outside cities, 8/15-lb., quoted 15½@16c, mixed cities and countries about 14c, straight countries 10@10½c. Chicago city light calf and deacons last sold at \$1.00.

KIPSKINS—Packers moving Nov. kipskins late this week, around 35,000 involved, at 15c for northern natives and 14c for southerns; at least one packer included over-weights at 14c for northerns; about 6,000 Nov. branded kips sold at 12c.

Chicago city kipskins last sold at 13½c, with 14c asked. Outside cities quoted 13@13½c, mixed cities and countries 11@11½c, straight countries 9½@10c.

Packer regular slunks last sold at 80c, with 85c asked.

HORSEHIDES—Occasional sales of horsehides reported, with market quote around \$8.50@3.60 for choice city renderers, and \$3.00@3.25 asked for mixed city and country lots.

SHEEPSKINS—Dry pelts quoted 15@16½c for full wools, short wools 10@11c, pieces and torn skins 7@8c. While production of shearlings is light, quality is rather poor at this season and demand very light; most packers pulling their No. 1's, and market quoted 55@60c for No. 1's, 45@50c for No. 2's, and 35@40c for clips. Pickled skins well cleaned up through November earlier at prices ranging \$4.50@4.75, with bulk of business reported at \$4.62½ per doz. straight run of packer lamb at Chicago. Demand for Dec. skins rather quiet, and one car reported sold at New York at \$4.00 per doz., not big packer production. Packer woolled lambs quoted \$2.30 per cwt. live lamb paid to an Iowa packer, as against \$1.95 paid at Chicago about a week back. Outside small packer lamb pelts \$1.15@1.25.

New York.

PACKER HIDES—Market quiet but steady. All packers moved their Nov. hides earlier, at 10½c for native and butt branded steers and 10c for Colorados. A few cows still reported held.

CALFSKINS—Slightly better prices paid for packer calfskins, when about 12,000 sold at \$2.00 for 7-9's, and \$2.70 for 9-12's; collectors' calf quoted around 10c under these prices. The 5-7's are generally quoted \$1.35@1.50. Veal kips 12/17-lb. held around \$2.90 for packers.

N. Y. HIDE FUTURE PRICES.

Saturday, Dec. 2, 1933—Close: Dec. 9.85b; Mar. 10.85b; June 11.40@11.45; Sept. 11.65b; no sales. Closing unchanged to 5 points lower.

Monday, Dec. 4, 1933—Close: Dec. 9.40b; Mar. 10.55@10.60; June 11.08@11.10; Sept. 11.35@11.45; sales 25 lots. Closing 30@45 points lower bid.

Tuesday, Dec. 5, 1933—Close: Dec. 9.50b; Mar. 10.65@10.70; June 11.20@11.25; Sept. 11.45b; sales 44 lots. Closing 10@12 points higher.

Wednesday, Dec. 6, 1933—Close: Dec. 9.50b; Mar. 10.65@10.70; June 11.10 sale; Sept. 11.35@11.50; sales 10 lots. Closing unchanged to 10 points lower.

Thursday, Dec. 7, 1933—Close: Dec. 9.30n; Mar. 10.40@10.60; June 10.95 sale; Sept. 11.20@11.30; sales 11 lots. Closing 15@25 points lower.

WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended Dec. 2, 1933:

Week ending:	New York.	Boston.	Phila.
Dec. 2, 1933	18,645	8,000	14,495
Nov. 25, 1933	30,910	.....	.....
Dec. 18, 1933	27,860	860	.....
Nov. 11, 1933	48,088	.....	.....
	1,476,373	90,257	104,386
Dec. 3, 1932	5,701	.....	.....
Nov. 26, 1932	11,174	.....	.....
	566,450	48,210	214,833

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Dec. 8, 1933, with comparisons, are reported as follows:

PACKER HIDES.

Week ended Dec. 8. Prev. Cor. week.

Spr. nat.	10½@11n	10½@11n	6½@7n
strs.	10½@11n	10½@11n	6½@7n
Hvy. str.	10½@10½	10½@10½	6½@6n
Hvy. Tex. str.	10½@10½	10½@10½	6½@6n
Hvy. butt brnd'd	strs.	10½@10½	6½@6n
strs.	10½@10½	10½@10½	6½@5½n
Hvy. Col. str.	10½@10	10½@10	6½@5½n
Ex-light Tex. str.	10½@10	10½@10	5@5n
Brnd'd cows.	10½@10	10½@10	5@5n
Hvy. nat. cows.	10½@10	10½@10	5@5½n
Lat. nat. cows.	10½@10	10½@10	5@5½n
Nat. bulls.	7@6n	7@6n	3½@3n
Brnd'd bulls.	6@6n	6@6n	3@3n
Calfskins.	15½@22n	15½@22n	8½@10
Kips. nat.	15@15	15@15	8@8
Kips. ov-wt.	14@14	14@15n	7@7
Kips. brnd'd.	12@12	11½@12n	6@5½n
Slunks. reg. 80.	70@85	70@80	40@40
Slunks. hrs. 40.	40@50	40@50	30@35
Light native, butt branded and Colorado steers 1c per lb. less than heavies.			

CITY AND SMALL PACKERS.

Nat. all-wts. @10 @10 5 @5½n

Branded 6½@6½ 6½@6½ 5@5½n

Nat. bulls. @6½@6½ 6@6 3@3n

Brnd'd bulls. 6@6 6@6 3@3n

Calfskins. 14½@18 14@17 6½@7½

Kips. 13½@14 14@13½ 6½@6½

Slunks. reg. 80. 60@65 60@65 30@35n

Slunks. hrs. 30. 30@35n 30@35n 20@20n

COUNTRY HIDES.

Hvy. steers. 7½@7½ 7½@7½ 3½@3½

Hvy. cows. 7½@7½ 7½@7½ 3½@3½

Bulls. 8@8½ 8@8½ 4@4½

Extremes. 9½@10 9½@10 4@4½

Bulls. 9½@10 9½@10 4@4½

Calfskins. 9@10 9@10 4@4½

Kips. 9@9 9@9 4@4½

Light calf. 50@60 50@60 25@25

Deacons. 50@60 50@60 25@25

Slunks. reg. 20@20 20@20 10@10

Slunks. hrs. 10@10 10@10 5@5

Horsehides. 3.00@3.60 3.00@3.60 1.75@2.25

SHEEPSKINS.

Pkr. lambs.

Sm. pkr. lambs.

lambs. 1.15@1.25 1.15@1.25 40@50

Pkr. shearings. 60@60 60@60 52½@52½

Dry pelts. 13@16½ 13@16½ 5@5½

Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Dec. 7, 1933.

CATTLE—Compared with close last week: Yearlings and light steers, 25@50c higher. Strictly good and choice offerings scaling 1,000 lbs. downward showed maximum upturn; 858-lb. yearling steers, up to \$6.75; light heifers, to \$6.35; heavy heifers, to \$6.00; several loads light and long yearlings, \$6.35@6.60; mediumweight and weighty steers, very uneven, mostly steady on mediumweights. Strictly long fed but overweight bullocks, scaling 1,500 lbs. upward, \$3.75@4.50, about as low as any time this year; practical top mediumweights, \$6.00; not much with weight above \$5.25. All cows, 25c lower, but 25c higher than week's low time; bulls, about steady; vealers, 50c@\$1.00 lower, light kinds showing maximum decline.

HOGS—Compared with close last week: Market generally 5-10c higher; pigs and light lights, 15@25c up; packing sows, steady; closing top, \$3.60; bulk better grade 190 to 280 lbs., \$3.50@3.55; 290 to 325 lbs., \$3.35@3.50; few extreme weights, down to \$3.00; desirable 140 to 180 lbs., \$3.10@3.50; pigs, \$2.25@3.00; packing sows, \$2.50@2.80; smooth lightweights, upward to \$3.00.

SHEEP—Compared with close last week: Slaughter lamb trade generally steady; yearling and aged sheep, fully 25c higher. Week's top lambs, \$7.40, little above \$7.35; bulk good to choice offerings to all interests, \$7.00@7.35. Quality generally was desirable; limited numbers of native throwouts, \$4.50@5.50; bulk, \$5.00 upward; clipped lambs, \$6.00@6.25; yearlings, \$5.25@6.25. Ewes closed at \$2.00@3.25 freely.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kans., Dec. 7, 1933.

CATTLE—Desirable lightweight fed steers and yearlings scaling 950 lbs. down met with the best demand and are closing at strong to 25c higher levels as compared with last Friday. Heavier weights were under some pressure early in the week, but under limited supplies on later days some strength developed on these, and values are closing at around steady levels. Strictly choice 789-lb. mixed yearlings

brought \$6.50 for the top, while several lots of this class sold at around \$6.00. Most of the fed offerings cleared from \$3.50@5.40, with quite quite a few light weights at \$5.50@5.75. Choice 1,308-lb. steers sold at \$4.85, and some good 1,595-lb. averages had to sell at \$3.95. Fed heifers shared the light steer advance, but slaughter cows moved very slowly and are quoted 25@40c lower for the week. Bulls declined 10@15c, but vealers held about steady, with the late top at \$5.50.

HOGS—An uneven trade featured the hog market, with a weaker undertone prevailing most of the time. On Thursday some strength was in evidence, and a part of the loss was recovered. Closing levels are 5@10c under last Friday, with the late top of \$3.25 paid freely by all interests. On Tuesday the top dropped to \$3.15, lowest since early in February of this year. Most of the good to choice 170- to 300-lb. weights sold from \$3.15@3.25 at the finish, while better grades of 140- to 160-lb. selections went at \$2.90@3.15. Packing sows declined around 25c, with \$2.35@2.65 taking the bulk.

SHEEP—Fat lambs closed at steady to 15c higher rates as compared with last Friday, with choice fed lambs selling up to \$7.00 for the late top. Early in the week both natives and fed lambs brought the price, while bulk of more desirable arrivals cashed at \$6.65@6.85. Best clippers reached \$6.25, with others going at \$5.75@6.10. Mature sheep were scarce and are selling at 25c higher prices. Best fat ewes scored \$3.35, the highest in more than a year, while others went at \$3.25 and down.

ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Dec. 7, 1933.

CATTLE—Constant pressure during the first part of the week sent prices of all slaughter classes to a lower level while a recuperation on Wednesday and Thursday brought the selling basis of a few desirable cattle back in line with the previous week. Compared with the close of last week, desirable light steers sold steady; other steers, 25c lower; heavies, 50c lower; choice mixed yearlings and heifers, steady; all others, 15@25c lower; cowstuffs, 50c lower; sausage bulls, 10c lower; vealers, 50c lower. Bulk of steers brought \$3.25@5.50; top yearlings, \$6.00; best matured steers, \$5.65; 1,377-lb. steers, \$4.75;

1,498-lb. steers, \$4.10; 1,541-lb. westerns, \$2.90. Bulk of mixed yearlings and heifers registered \$4.00@5.50; top mixed yearlings, \$6.00; top heifers, \$5.75. Most beef cows scored \$2.00@2.50; top, \$3.25; low cutters, \$1.00@1.25. The period closed with top sausages bulls, \$2.65; top vealers, \$5.75.

HOGS—Compared with last Friday, hogs averaged 15@25c lower, with pigs and light lights showing a corresponding decline. Shipper demand during the current week was somewhat larger than last week, although continuing rather light. A top of \$3.55 was recorded this week on Monday and Thursday, with Tuesday and Wednesday seeing hogs sell from \$3.40 downward. Closing sales of weights from 160 lbs. up were mostly \$3.45 and \$3.50; offerings of 130 to 150 lbs., \$3.10@3.45; 120 lbs. and down, \$2.00@2.90; sows, largely \$2.40@2.60.

SHEEP—Prices on sheep and lambs held generally steady during the current week. Receipts were moderate to light, and movement fairly active. A top of \$7.25 was paid by butchers, with packer top resting at \$7.00, bulk of desirable lambs going at \$6.75 on packer account. Medium fleshed kinds went at \$6.00@6.25, with common throwouts \$3.50@4.50; fat ewes, principally \$2.00@2.75.

OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., Dec. 7, 1933.

CATTLE—Fed steers and yearlings followed an even trend during the week. Prices advanced early under light receipts and later lost the upturn, with the exception of light yearlings which retained some of the early strength. Medium to good weighty steers are weak to 10@15c lower for the week, while choice grades held about steady. Heifers held about steady, but cows declined 15@25c. Bulls lost around 10c, and vealers held about steady. Choice 1,350-lb. steers sold at \$5.35; medium weights, 1,178 lbs., \$5.60; 918-lb. yearlings, \$6.10.

HOGS—Compared with Saturday, hog prices are steady to 5c lower. Thursday's top, \$3.10; bulk, 180- to 280-lb. averages, \$3.00; heavy butchers, 280@340 lbs., \$2.85@3.00. Packing sows, \$2.35@2.65; stags, \$2.00@2.50.

SHEEP—Compared with last Friday, lambs are 15@25c higher; sheep, firm. Thursday's bulks follow: Fed woolly lambs, \$6.75@7.10; sorted natives, \$6.90; fed clipped lambs, \$5.75@6.00; good and choice yearlings, \$4.50@5.50; good and choice ewes, \$2.00@3.00.

SIOUX CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Dec. 7, 1933.

CATTLE—Fed light yearlings found the readier action this week at strong prices, while long yearlings and matured steers indicated little change in values. Choice long yearlings topped at \$5.60, heavy and medium weight beefs ranged up to \$5.40, and bulk earned \$4.25@5.25. Desirable fed heifers remained steady, but other she stock ruled 15@35c lower. A car of

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choice heifers made \$5.50, beef cows bulked late at \$1.90@2.35, and most low cutters and cutters brought \$1.25@1.75. Bulls and vealers sold at firm prices. Medium bulls cashed at \$2.50 down. Practical vealer top remained at \$5.00.

HOGS—A weak undertone featured most sessions in the hog division, and values dropped to a \$3.00 basis by mid-session. Compared with last Friday, the moderate supply of butchers showed a 5@10c decline, while packing sows reflected a 15@20c loss. Thursday's top held at \$3.10, while bulk of 160- to 320-lb. weights ranged \$2.90@3.10. Big weight butchers sold down to \$2.70. Light lights cleared mainly at \$2.50@2.90, a few up to \$3.00. Packing sows moved largely at \$2.40@2.60, with extreme heavies and roughs down to \$2.25.

SHEEP—Moderate receipts about met trade requirements, and only minor price changes were recorded, as compared with last Friday. Late sales of fat woolskins ranged \$6.75@7.00, late top \$7.00. Majority fed clipped lambs were released at \$5.75@6.00, with yearlings noted mainly at \$5.00@5.65. Fat ewes cleared at \$2.00@2.75. Choice offerings were quoted to \$3.00.

ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

So. St. Paul, Minn., Dec. 6, 1933.

CATTLE—Prices of slaughter steers and yearlings have been discounted 15@25c or more so far this week. Beef cows averaged 25@35c lower; cutters, mostly 50c lower. Much of the steer and yearling crop consisted of medium to choice grades selling from \$3.25@5.25, with a few selling during the past week at \$5.40@5.50. Yearlings are still enjoying considerable preference, and very few matured steers are selling above \$5.00. A few good grainfed cows sold up to \$2.75; but most butcher cows, \$2.25 down; cutters and low cutters, mainly 75c@1.25. Better fed heifers sold at \$4.25@5.25; plainer grades, downward to \$2.00 or below; good to choice vealers, mainly \$3.50@4.00; plainer offerings, \$1.50@2.50.

HOGS—Hog prices during the past week dropped to the lowest basin since February. On the current market better 160 to 260 lbs. are selling at \$3.10@3.15; a few choice medium-weights, up to \$3.25; better 260 to 300 lbs., \$2.00@3.10; most 300 to 375 lbs., \$2.75@2.90; bulk good sows, \$2.40@2.60, within a spread of \$2.25@2.65. Better 130 to 150 lbs. are selling at \$2.50@3.00; killer pigs, \$2.25@2.50.

SHEEP—Bulk good to choice ewe and wether lambs are selling at \$6.50; big-weights and fat buck lambs, \$5.50; slaughter ewes, \$1.50@2.75. A string of 800 87-lb. shorn yearlings sold today at \$5.00.

CORN BELT DIRECT TRADING.

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., Dec. 7, 1933.

Current quotations at 22 concentration points and 7 packing plants in Iowa and Minnesota are about in line with the close of last week. Bulk of receipts of good to choice 180- to 260-lb. weights sold late at \$3.00@3.25, dependent on distance hauled. Light lights were at an uneven discount, most 150- to 170-lb. weights selling at \$2.50@3.00; light and medium packing sows, largely \$2.25@2.60.

Receipts of hogs unloaded daily at these 22 concentration points and 7 packing plants for the week ended Dec. 7, were as follows:

	This week.	Last week.
Fri., Dec. 1.....	26,500	24,800
Sat., Dec. 2.....	17,600	33,500
Mon., Dec. 4.....	34,900	69,300
Tues., Dec. 5.....	23,300	26,400
Wed., Dec. 6.....	40,600	32,500
Thurs., Dec. 7.....	33,300	Holiday

HOG WEIGHTS AND COSTS.

Average weight and cost of hogs purchased at 10 of the principal public markets of the United States by packers and shippers during October, 1933, with comparisons, are reported by the U. S. Department of Agriculture:

	Oct. 1933.	Sept. 1933.	Oct. 1932.
Wt. Lbs.	Wt. Lbs.	Wt. Lbs.	Wt. Lbs.
Cost per cwt.	Cost per cwt.	Cost per cwt.	Cost per cwt.
Chicago.....	\$4.43	\$4.24	\$3.50
Denver.....	4.18	4.14	3.16
East St. Louis.....	4.35	4.22	3.86
Fort Worth.....	4.56	4.19	3.81
Kansas City.....	4.24	4.08	3.31
Omaha.....	3.84	3.64	3.04
Sioux City.....	3.75	3.53	2.88
St. Joseph.....	4.15	3.94	3.21
South St. Paul.....	4.08	3.82	3.07
Wichita.....	4.15	3.88	3.12

ST. LOUIS HOGS IN NOVEMBER.

Receipts, weights and range of top prices of hogs at National Stock Yards, Ill., for November, 1933, with comparisons, as reported by H. L. Sparks & Co.:

Nov.	Nov.
1933.....	1932.....
Receipts, number.....	263,300
Average weight, lbs.....	213
Top prices:	
Highest.....	\$4.45
Lowest.....	3.70
Average cost.....	3.96
	3.15
	3.36

Weather has been good through the West for feeding hogs and there seems to be plenty of old corn on hand. There are plenty of hogs through this territory and their quality is improving right along.

NOV. BUFFALO LIVESTOCK.

Receipts and disposition of livestock, Buffalo, N. Y., for November, 1933, are furnished by the Buffalo Stock Yards Co. as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Receipts.....	17,598	16,654	82,000	85,276
Shipments.....	5,516	12,580	23,329	63,471
Local slaughter.....	11,760	4,256	37,724	22,498

CANADIAN LIVESTOCK PRICES.

Leading Canadian centers, top livestock price summary, week ended Nov. 30, 1933:

BUTCHER STEERS.

Up to 1,050 lbs.

	Week ended Nov. 30.	Prev. week.	Same week, 1932.
Toronto.....	\$5.25	\$5.10	\$5.00
Montreal.....	5.00	4.50	4.75
Winnipeg.....	4.00	4.50	4.25
Calgary.....	3.50	3.50	3.25
Edmonton.....	3.50	3.75	3.50
Prince Albert.....	2.50	2.50	2.50
Moose Jaw.....	3.25	3.50	3.50
Saskatoon.....	3.25	4.10	3.50

VEAL CALVES.

	This week.	Last week.	Same week, 1932.
Toronto.....	\$7.75	\$7.50	\$8.50
Montreal.....	6.25	6.50	6.00
Winnipeg.....	7.00	7.00	6.00
Calgary.....	3.50	3.50	3.75
Edmonton.....	4.00	4.00	3.50
Prince Albert.....	3.00	3.00	2.50
Moose Jaw.....	5.00	4.00	4.50
Saskatoon.....	3.50	3.00	3.75

SELECT BACON HOGS.

	This week.	Last week.	Same week, 1932.
Toronto.....	\$7.00	\$7.20	\$4.75
Montreal.....	7.10	7.10	4.60
Winnipeg.....	6.25	6.50	3.65
Calgary.....	6.35	6.35	3.50
Edmonton.....	5.90	6.35	3.25
Prince Albert.....	6.20	6.20	3.55
Moose Jaw.....	6.25	6.25	3.40
Saskatoon.....	6.20	6.20	3.55

GOOD LAMBS.

	This week.	Last week.	Same week, 1932.
Toronto.....	\$7.25	\$7.50	\$5.25
Montreal.....	6.50	6.25	4.75
Winnipeg.....	6.00	6.00	4.25
Calgary.....	5.25	4.75	3.75
Edmonton.....	5.00	4.50	4.00
Prince Albert.....	3.75	3.75	3.50
Moose Jaw.....	4.50	4.25	3.50
Saskatoon.....	4.00	4.00	3.50

RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended Dec. 1, 1933:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Dec. 1.....	174,000	450,000	232,000
Previous week.....	104,000	622,000	284,000
1932.....	187,000	628,000	335,000
1931.....	208,000	955,000	387,000
1930.....	177,000	517,000	344,000
1929.....	217,000	674,000	246,000
1928.....	196,000	569,000	237,000

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended Dec. 1.....	134,000	328,000	168,000
Previous week.....	137,000	453,000	188,000
1932.....	150,000	448,000	222,000
1931.....	205,000	772,000	293,000
1930.....	131,000	384,000	235,000
1929.....	157,000	502,000	179,000
1928.....	133,000	387,000	176,000

U. S. INSPECTED HOG KILL.

Inspected hog kill at 8 points during week ended Friday, Dec. 2, 1933, as reported to THE NATIONAL PROVISIONER:

Week ended Dec. 2.	Prev. week.	Cor. week, 1932.
Chicago.....	181,536	206,680
Kansas City, Kan.....	71,216	85,034
Omaha.....	39,433	63,780
St. Louis & East St. Louis.....	89,692	96,861
Sioux City.....	33,584	40,037
St. Joseph.....	39,770	42,102
St. Paul.....	46,309	45,455
N. Y., Newark, J. C.	46,713	50,323
Total	528,262	632,281

Watch Wanted Page for bargains.

Order Buyer of Live Stock
L. H. McMURRAY
Formerly of McMurray-Johnston, Inc.
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Hogs - Sheep - Calves - Cattle
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National Stock Yards, Ill.—Phone East 6261
Mississippi Valley Stock Yds., St. Louis, Mo.
Phone Colfax 6900 or L. D. 299

LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets Thursday, Dec. 7, 1933, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs and roasting pigs excluded):

	CHICAGO	E. ST. LOUIS	OMAHA	KANS. CITY	ST. PAUL					
Lt. lt. (140-160 lbs.) gd-ch.	\$3.00@	3.45	\$3.20@	3.50	\$2.50@	3.00	\$2.85@	3.15	\$2.50@	3.20
Lt. wt. (160-180 lbs.) gd-ch.	3.30@	3.50	3.40@	3.50	2.85@	3.00	3.00@	3.25	3.10@	3.20
(180-200 lbs.) gd-ch.	3.40@	3.55	3.40@	3.50	3.00@	3.10	3.10@	3.25	3.15@	3.20
Med. wt. (200-220 lbs.) gd-ch.	3.50@	3.60	3.40@	3.50	3.00@	3.10	3.15@	3.25	3.10@	3.20
(220-250 lbs.) gd-ch.	3.50@	3.60	3.40@	3.50	3.00@	3.10	3.15@	3.25	3.10@	3.15
Hvy. wt. (250-280 lbs.) gd-ch.	3.40@	3.55	3.35@	3.50	2.90@	3.10	3.15@	3.25	2.90@	3.15
(290-350 lbs.) gd-ch.	3.25@	3.50	3.30@	3.40	2.80@	3.00	3.10@	3.20	2.05@	3.15
Pkg. sows (275-500 lbs.) med-ch.	2.80@	3.00	2.45@	2.65	2.50@	2.65	2.55@	2.65	2.50@	2.65
(350-425 lbs.) good	2.65@	2.90	2.35@	2.50	2.40@	2.60	2.45@	2.55	2.40@	2.60
(325-550 lbs.) good	2.50@	2.75	2.25@	2.40	2.35@	2.50	2.35@	2.45	2.35@	2.70
(275-550 lbs.) good	2.40@	2.75	2.25@	2.50	2.25@	2.50	2.25@	2.50	2.25@	2.60
Sltr. pigs (100-130 lbs.) gd-ch.	2.25@	3.00	2.25@	3.20	2.00@	3.00	2.25@	2.75	2.00@	2.75
Av. cost & thur. (Pigs excl.)	3.34-231 lbs.	3.29-215 lbs.	2.84-234 lbs.	3.08-215 lbs.	3.25@	5.75				

Slaughtering Cattle and Calves:

STEERS (600-900 LBS.):

Choice	6.50@	6.85	5.75@	6.25	5.60@	6.10	5.65@	6.50	4.50@	5.25
Good	5.75@	6.50	5.25@	6.75	5.25@	6.50	5.00@	6.00	3.50@	4.50
Medium	4.50@	5.75	3.75@	6.25	4.25@	5.25	3.85@	5.00	2.25@	3.50
Common	3.00@	4.75	2.75@	3.75	2.85@	4.25	2.75@	3.85	3.15@	5.75

STEERS (900-1100 LBS.):

Choice	6.00@	6.85	5.50@	6.00	5.25@	6.00	5.40@	6.00	4.35@	5.25
Good	5.00@	6.00	5.00@	5.75	4.60@	5.00	4.60@	5.65	3.25@	4.50
Medium	4.00@	5.25	3.75@	5.25	3.75@	5.25	3.50@	5.00	2.00@	3.50
Common	3.00@	4.25	2.75@	3.75	2.75@	4.25	2.75@	3.85	4.75@	5.40

STEERS (1100-1300 LBS.):

Choice	5.40@	6.40	4.75@	5.75	4.75@	5.85	4.50@	5.75	4.00@	5.00
Good	4.50@	5.75	4.50@	5.50	4.25@	5.25	3.75@	5.40	3.00@	4.25
Medium	4.00@	5.00	3.25@	5.00	3.50@	4.60	3.25@	4.60	4.35@	5.00

STEERS (1300-1500 LBS.):

Choice	4.75@	5.75	4.50@	5.00	4.25@	5.25	4.25@	5.00	3.35@	4.65
Good	3.75@	5.25	3.75@	4.75	3.50@	4.75	3.50@	4.50	3.25@	5.75

HEIFERS (550-850 LBS.):

Choice	6.25@	6.65	5.50@	6.00	5.50@	6.00	5.35@	6.00	4.35@	5.25
Good	5.25@	6.25	5.00@	5.50	4.75@	5.50	4.50@	5.65	2.15@	4.35
Medium	3.00@	5.25	2.50@	5.00	2.75@	4.75	2.50@	5.00	4.00@	5.65
Common	4.75@	6.50	.....	.....	4.50@	5.75	4.50@	5.75	2.00@	4.25

COWS:

Choice	3.00@	5.25	2.25@	3.00	2.50@	4.75	2.50@	4.50	2.35@	2.85
Good	2.90@	3.75	2.25@	3.00	2.50@	3.25	2.40@	3.00	1.95@	2.35
Com-med.	1.90@	2.90	1.75@	2.25	1.85@	2.50	1.75@	2.40	1.65@	1.65
Low cutter and cutter	1.35@	1.90	1.50@	1.75	1.15@	1.85	1.00@	1.75	2.35@	2.75

BULLS (YRLS. EX. BEEF):

Good-choice	2.75@	3.25	2.65@	3.00	2.35@	2.75	2.40@	2.75	1.25@	2.50
Cul-med.	2.00@	3.00	1.75@	2.65	1.60@	2.40	1.75@	2.40	3.25@	4.50

VEALERS (MILK-FED):

Good-choice	4.00@	5.50	4.25@	5.75	4.00@	5.50	4.50@	6.00	2.50@	3.50
Medium	3.00@	4.00	3.25@	4.25	3.00@	4.00	3.00@	4.50	1.90@	2.50
Cul-med.	2.50@	3.00	2.00@	3.25	2.00@	3.00	2.00@	3.00	3.00@	4.75

CALVES (250-500 LBS.):

Good-choice	2.50@	3.50	4.00@	5.00	3.25@	4.50	3.00@	4.50	1.50@	2.00
Cul-med.	1.50@	2.50	2.00@	4.00	2.00@	3.25	2.00@	3.00	6.50@	7.00

Slaughter Sheep and Lambs:

LAMBS:

(90 lbs. down) gd-ch.	6.75@	7.35	6.50@	7.25	6.50@	7.10	6.50@	7.00	4.50@	6.50
Com-med.	5.00@	7.00	3.50@	6.75	4.50@	6.50	4.50@	6.50	4.00@	5.25

YEARLING WETHERS:

(90-110 lbs.) gd-ch.	4.50@	6.25	4.50@	5.75	4.00@	5.50	5.00@	5.75	3.50@	4.00
Medium	3.50@	4.75	3.75@	4.50	3.50@	4.00	4.00@	5.00	2.00@	3.00

EWES:

(90-120 lbs.) gd-ch.	2.25@	3.25	2.00@	2.75	1.75@	3.00	2.40@	3.35	1.75@	2.50
(120-150 lbs.) gd-ch.	2.25@	3.00	1.50@	2.50	1.50@	2.75	2.25@	3.25	1.00@	2.00
(All weights) com-med.	1.50@	2.50	1.00@	2.00	1.00@	1.75	1.25@	2.40	5.50@	6.00

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended December 2, 1933.

CATTLE.

	Week ended, Dec. 2.	Cor. week, Dec. 2.	Prev. week, Dec. 2.	Dec. 2.	Cor. week, Dec. 2.	Prev. week, Dec. 2.	Dec. 2.	Cor. week, Dec. 2.	Prev. week, Dec. 2.	Dec. 2.	Cor. week, Dec. 2.	Prev. week, Dec. 2.	Dec. 2.	Cor. week, Dec. 2.	Prev. week, Dec. 2.	Dec. 2.	
Chicago	19,415	28,891	25,025	28,891	20,367	21,429	20,207	21,429	20,367	21,429	20,367	21,429	20,207	21,429	20,367	21,429	20,207
Kansas City	23,203	30,476	27,404	30,476	28,000	31,200	27,404	31,200	28,000	31,200	28,000	31,200	27,404	31,200	28,000	31,200	27,404
Omaha	18,263	15,067	15,920	15,067	16,300	17,200	15,067	17,200	16,300	17,200	16,300	17,200	15,067	16,300	17,200	16,300	17,200
East St. Louis	15,001	13,230	12,795	13,230	12,795	12,795	12,795	12,795	12,795	12,795	12,795	12,795	12,795	12,795	12,795	12,795	12,795
St. Joseph	6,596	6,931	5,443	6,931	6,367	6,144	6,367	6,144	6,367	6,144	6,367	6,144	6,367	6,144	6,367	6,144	6,367
Sioux City	10,822	12,116	7,761	12,116	11,346	10,822	11,346	10,822	11,346	10,822	11,346	10,822	11,346	10,822	11,346	10,822	11,346
Wichita	1,856	2,219	2,217	2,219	2,217	2,217	2,217	2,217	2,217	2,217	2,217	2,217	2,217	2,217	2,217	2,217	2,217
Fort Worth	3,931	3,906	5,468	3,906	3,750	3,931	3,750	3,931	3,750	3,931	3,750	3,931	3,750	3,931	3,750	3,931	3,750
Philadelphia	1,748	1,944	1,930	1,944	1,74												

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PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, December 2, 1933, with comparisons, are reported to THE NATIONAL PROVISIONER as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
1,200	4,225	8,101	6,715
1,500	3,384	3,497	8,838
2,000	3,605	2,618	...
300	Morris & Co.	3,146	7,606
100	Wilson & Co.	2,004	2,945
1,700	Anglo-Amer. Prov. Co.	1,044	...
100	G. H. Hammond Co.	1,427	...
300	Libby, McNeil & Libby.	5,935	16,111
500	Shippers	12,804	17,428
300	Others	5,935	5,892
700	Brennan Pkg. Co.	2,013	Independent Pkg. Co.
100	Boyd, Lunham & Co.	1,561	hogs;
100	Hygrade Food Products Corp.	3,469	Agar Pkg. Co.
18,000	3,062	hogs.	3,062
41,844	Total	34,674	cattle, 2,923 calves, 53,753 hogs,
41,844	Not including	4,245	4,082 calves, 53,220
5,500	hogs and 18,298 sheep bought direct.		

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
9,000	Armour and Co.	3,301	509	4,916
300	Cudahy Pkg. Co.	2,882	689	2,594
400	Dold Pkg. Co.	724	473	3,295
8,500	Morris & Co.	2,890	391	1,585
700	Swift & Co.	3,197	750	8,078
300	Wilson & Co.	2,925	342	3,748
500	Independent Pkg. Co.	110	...	2,446
2,000	Others	5,087	140	2,470
4,000	Total	20,292	2,911	22,626
9,000				14,889

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
20,000	Armour and Co.	5,575	9,743
6,000	Cudahy Pkg. Co.	4,388	7,700
8,500	Dold Pkg. Co.	724	4,783
2,000	Morris & Co.	1,575	1,323
1,500	Swift & Co.	5,480	6,251
2,000	Others	6,508	...
3,000	Geo. Hoffman Pkg. Co.	7	cattle; Gr. Pkg. Co., 6 cattle; Omaha Pkg. Co., 60 cattle; J. Horn & Sons, 39 cattle; S. Omaha Pkg. Co., 28 cattle; Lincoln Pkg. Co., 272 cattle; Nagle Pkg. Co., 121 cattle; Sinclair Pkg. Co., 138 cattle; Wilson & Co., 1,420 cattle.
500	Total	20,140	cattle and calves; 36,368 hogs; 22,066 sheep.

EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
1,000	Armour and Co.	3,005	2,152	6,739
200	Swift & Co.	3,250	1,892	6,568
300	Morris & Co.	904	241	...
33.	Harter Pkg. Co.	1,060	...	6,280
10,000	Harter Pkg. Co.	1,163	...	101
3,500	Krey Pkg. Co.	1,060	1,998	...
9,000	Shippers	1,638	2,749	9,288
1,000	Others	2,310	187	7,516
5,500	Total	12,162	7,221	39,764
5,500				6,815

Not including 1,857 cattle, 1,564 calves, 20,657 hogs and 1,857 sheep bought direct.

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
1,400	Krey Pkg. Co.	63	1,262	...
900	Siefert Pkg. Co.	30	405	...
300	American Pkg. Co.	160	48	27
1,800	Seabulk Pkg. Co.	16	29	25
400	Glazer Pkg. Co.	262	202	1,473
33.	Others	52	4	146
12,000	Total	583	283	3,374
2,000				1,673

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
2,000	Swift & Co.	2,439	486	14,251
2,000	Armour and Co.	3,004	511	12,781
3,000	Others	434	90	2,343
300	Total	5,877	1,087	29,375
600				14,915

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
2,400	Cudahy Pkg. Co.	3,059	153	10,367
1,500	Armour and Co.	3,603	140	10,801
400	Swift & Co.	2,367	153	4,588
900	Shippers	1,673	10	2,365
500	Others	120	7	25
300	Total	10,822	463	28,146
600				13,805

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
9,000	Kingan & Co.	1,344	474	17,610
3,500	Armour and Co.	364	48	1,637
5,000	Hilgemeter Bros.	10	1,020	31
4,000	Brown Bros.	97	20	180
3,000	Stump Bros.	...	69	...
3,500	Indiana Prov. Co.	23	2	146
200	Meier Pkg. Co.	84	...	215
10,000	Schaefer Pkg. Co.	9	4	265
100	Maass-Hartmann	35	4	...
1,500	Art Wabnitz	40	...	20
500	Shippers	2,260	1,520	18,600
400	Others	370	45	222
100	Total	4,601	2,153	40,004
100				5,722

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
1,200	Armour and Co.	1,515	342	1,842
2,000	Wilson & Co.	1,521	262	1,961
100	Others	95	14	278
1,700	Total	6,271	518	4,071
100	Not including 140 cattle bought direct.			782

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
2,000	Swift & Co.	1,079	36	723
1,000	Armour and Co.	1,584	74	563
100	Others	1,067	77	1,311
1,700	Total	3,730	187	2,597
100				12,557

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
2,000	Cudahy Pkg. Co.	898	415	1,313
1,000	Dold Pkg. Co.	296	65	945
100	Wichita D. B. Co.	17	...	...
1,700	Dunn-Osterling	60	...	...
100	Fred W. Dold & Sons	69	...	332
100	Sundowner Pkg. Co.	36	...	107
1,700	Total	1,376	480	2,697
100	Not including 1,026 hogs bought direct.			551

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
2,000	Armour and Co.	2,700	3,752	12,466
1,000	Cudahy Pkg. Co.	413	1,040	5,568
100	Swift & Co.	3,649	5,568	17,156
1,700	United Pkg. Co.	1,174	74	...
100	Others	804	15	9,171
1,700	Total	8,800	10,447	38,793
100				13,050

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
2,000	Plankinton Pkg. Co.	1,634	5,464	15,289
1,000	Omaha Pkg. Co., Chi.	1,177	...	590
100	U. D. B. Co., N. Y.	36	...	...
1,700	The Layton Co.	...	...	731
100	R. Gunn & Co., Mil.	81	12	62
1,700	Armour & Co., Chi.	458	...	...
100	N.Y.E.D.M.C., N.Y.	20	...	...
1,700	Shippers	305	12	9
100	Others	365	284	90
1,700	Total	4,771	8,474	16,210
100				2,045

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
2,000	S. W. Gall's Sons.	5	...	141
1,000	Ideal Pkg. Co.	151	140	5,179
100	E. Kahr's Sons Co.	1,511	1,510	...
1,700	Kroger G. & B. Co.	151	151	...
100	J. Lohrey Pkg. Co.	4	...	237
1,700	H. H. Meyer Pkg. Co.	10	...	2,425
100	A. Sander Pkg. Co.	4	...	1,145
1,700	J. Schlaechter's Sons	159	119	75
100	J. & F. Schrot Pkg.	11	...	3,084
1,700	John F. Stegner	250	143	10
100	Shippers	365	257	3,048
1,700	Others	1,002	403	240
1,700	Total	2,202	882	11,619
100	Not including 849 cattle, 40 calves, 2,412 hogs and 268 sheep bought direct.			917

RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended Dec. 2, 1933, with comparisons:

CATTLE.

	Week ended	Prev. week.	Cor.
	Dec. 2.	Dec. 1932.	1932
12,000	Chicago	34,674	30,390
10,000	Kansas City	20,292	16,910
8,000	Omaha	20,140	21,420
6,000	East St. Louis	12,162	10,271
4,000	St. Joseph	5,877	6,202
2,000	Sioux City	10,822	12,116
1,000	Oklahoma City	3,271	3,275
1,000	Wichita	1,376	1,737
1,000	Denver	3,730	5,965
1,000	St. Paul	8,800	7,201
1,000	Milwaukee	4,771	4,560
1,000	Indianapolis	4,601	3,470
1,000	Cincinnati	2,202	3,842
1,000	Total	133,231	136,054
1,000		133,118	

Chicago Section

Charles F. Kamrath, well known in packing house circles, has returned to Boise, Ia., after business visit in the city.

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 17,090 cattle, 6,782 calves, 63,936 hogs, 40,335 sheep.

Fred Dryfus, head of the Dryfus Packing Co., Lafayette, Ind., was welcomed into the loop this week after an absence of nearly two years. Meyer Silverman accompanied him on the trip.

M. R. Rosenberg has been appointed manager of the Morris Wholesale Market in the Union Stock Yards. He succeeds W. N. Carter, who is now associated with C. L. Overacre in the smoked meat sales department of Armour and Company.

Among packer executives attending committee meetings at the Institute of American Meat Packers this week were Jay C. Hormel, Geo. A. Hormel & Co., Austin, Minn.; D. W. Allerdice, Kingan & Co., Indianapolis, Ind., and Ray Paul, Rath Packing Co., Waterloo, Ia.

R. H. Neal has been appointed manager of the Armour and Company branch house at Akron, O., succeeding P. C. Newsome who has been transferred to other duties. A. W. Verick has assumed management of the company's branch house at Joliet, Ill.

Provision shipments from Chicago for the week ended Dec. 2, 1933, with comparisons, were as follows:

	5 days	Previous week	Same week, '32
Cured meats, lbs.	15,539,000	18,410,000	17,225,000
Fresh meats, lbs.	37,249,000	56,930,000	46,004,000
Lard, lbs.	5,812,000	11,295,000	7,167,000

GEORGE C. VOLTZ DIES.

George C. Voltz, associated with the meat packing industry for forty years, died at his home in Buffalo on November 30 at the age of 54 years. At the time of his death he was superintendent of the Jacob Dold Packing Co. plant in Buffalo.

Mr. Voltz began his career in the industry as an office boy with a Kansas City plant. After serving his apprenticeship there he went to Chicago and became associated with Swarzchild & Sulzberger which later became Wilson & Co. He remained with the organization in Chicago for 11 years, then went to Sioux Falls, S. Dak., where he became a branch manager. He also served in this capacity at Albert Lea, Minn. In 1917 he went to Buffalo to

become superintendent of the Dold plant, remaining there for three years. He resigned this position to build the Farmers' Co-operative Packing plant at Huron, S. Dak. After five years as head of this plant he returned to Buffalo and resumed his duties as superintendent of the Dold plant, which position he held at the time of his death.

Surviving are the widow, two sons, Richard and Jack, and a daughter, Evelyn Voltz. Funeral services were held December 2, with interment in Buffalo.

RENDERERS ELECT OFFICERS.

A. L. Buxton, Kentucky Chemical & Manufacturing Co., Covington, Ky., was named president and R. E. Morse, James F. Morse & Co., Boston, Mass., vice-president, at the annual meeting of the directors of the Association of American Producers of Domestic Inedible Fats held in the Palmer House, Chicago, December 7 and 8. The meeting was attended by the fourteen directors of the organization.

A permanent code of fair trade practices has already been filed by the association, which is representative of the rendering industry throughout the United States, but up to the present time no date has been set for the hearing. Organization matters occupied the major portion of the sessions.

An executive committee was appointed consisting of B. J. McWatters, Theobald By-Products Co., Kearney, N. J.; H. Burrichter, Baugh & Sons Co., Philadelphia, Pa.; W. C. Butler, Darling & Co., Chicago, Ill.; J. Golden, Colorado Animal By-Products Co., Denver, Colo., and S. H. Ray, Standard Rendering Co., Kansas City, Kans.

In addition to the officers and executive committee, other members of the board of directors in attendance were H. R. Sage, Mutual Rendering Co., Philadelphia, Pa.; J. W. De Vorss, Consolidated Rendering Co., Boston, Mass.; F. P. Hall, Sioux Falls Rendering Co., Sioux Falls, So. Dak.; A. W. Hayes, Van Iderstein Co., New York City; R. C. Buck, Darling & Company, Chicago; Jacob Herman, Retailers Tallow & Calfskin association, Milwaukee, Wis., and Willibald Schaefer, Willibald Schaefer, St. Louis, Mo.

The organization was formed last February with H. J. Schulte, Detroit Rendering Co., as its first president, R. C. Buck, Darling & Company, as secretary, and H. J. Schulte, Jr., treasurer. Geo. Link, Jr., is general counsel for the association and A. M. Loomis, Washington representative.

CONSOLIDATED BEEF EXPANDS.

The Consolidated Beef & Provision Co., Baltimore, Md., has leased the Eutaw Street branch of Wilson & Co. in that city. Extensive repairs will be made, and the branch will be opened as an up-to-date up-town wholesale market on or about the first of the year. Wilson & Co. products will be handled by the Consolidated at this branch, the company having secured the exclusive sales agency for Wilson products in Maryland.



PACKERS COMMISSION CO.
SPECIALIZING IN **DRESSED HOGS** FROM THE HOG BELT
CHICAGO BOARD OF TRADE BLDG. : : Phone Webster 3113

F. C. ROGERS, INC.

NINTH AND NOBLE STREETS
PHILADELPHIA

PROVISION BROKER

HARRY K. LAX, General Manager

Member of New York Produce Exchange
and Philadelphia Commercial Exchange

Menges  Mange, Inc.

EQUIPMENT

SUPPLIES

REFRIGERATION

EVERYTHING FOR THE PACKER

Successors To

BONNELL-TOHTZ CO.

1515 N. GRAND BLVD. ST. LOUIS, MO.

H. P. HENSCHIEN

ARCHITECT

Established since 1909

PACKING PLANTS — PLANT ADDITIONS
RECONDITIONING FOR GOVT. INSPECTION

59 E. Van Buren St., Chicago, Ill.

HIDE AND LEATHER MEETING.

The ending of a successful year was celebrated by the Shoe and Leather Association of Chicago with a wild turkey dinner at the Medinath Athletic Club Monday evening, December 4. This was followed by a floor show that established a new high record of entertainment for the association, and that was enjoyed by the largest attendance in several years. In view of the increased packer membership in the association, it was decided to change the name to The Hide & Leather Association of Chicago.

The following officers were elected: President, Thomas P. Gibbons, Cudahy Packing Co.; first vice president, Ralph E. Lidster, J. D. Neilson Co.; second vice president, Robert P. Heald, Wm.

B. Heald Co.; secretary-treasurer, C. F. Becking, Hide & Leather. Directors elected are: W. J. Taber, U. S. Leather Co.; O. D. Mosser, American Oak Leather Co.; Peter Coolsen, Edgar S. Kiefer Tanning Co.; F. N. Hansen, Monarch Leather Co.; M. N. Witt, Swift & Company; Fred L. Lump, Armour Leather Co.; Edw. Weinstein, Wm. Greiner Co. A new office of chairman of the Board was created, to be occupied by the outgoing president, Geo. H. Elliott, for the succeeding year.

January 2, 1934, to holders of record at the close of business, December 16, 1933, to apply against accumulated dividends.

LIVERPOOL PROVISION MARKETS.

Arrivals of Continental bacon in the United Kingdom for the week ended November 23 totaled 57,796 bales compared with 57,931 bales last week and 101,267 bales in the same period a year ago. Prices of first quality product at Liverpool for the week ended November 23, with comparisons, are quoted as follows:

Nov. 23, Nov. 16, Nov. 24,
1933. 1933. 1932.

American green bellies	\$15.53	\$15.50	\$ 8.04
Danish green sides	18.89	18.86	8.76
Canadian green sides	16.96	16.76	7.06
American short cut green hams	17.39	16.85	9.48
American refined lard	7.55	8.06	7.33

Superior Packing Co.

Price Quality Service



Chicago

St. Paul

DRESSED BEEF

BONELESS BEEF and VEAL

Carlots

Barrel Lots

I. C. Co. SHURSTITCH Sewed CASINGS

5 BIG REASONS FOR PREFERENCE

1. Uniform
2. Easy to stuff
3. Attractive package
4. Dollar-saving
5. Twenty-six years serving
the sausage industry . . .
back up the goods.

INDEPENDENT CASING COMPANY

1335 West Forty-Seventh Street, Chicago, Illinois

Importers

SAUSAGE CASINGS

Exporters

New York London Hamburg

KNOW YOUR MARKET!

We Appraise

LIVESTOCK, PROVISIONS
DAIRY AND POULTRY PRODUCTS

Hams . Loins . Picnics . Light Bellies
Dry Salt Bellies . Lard . Cottonseed
Oil . Butter . Cheese . Eggs . Poultry

AND BUSINESS CONDITIONS

An Unbiased Appraisal, The Only Sound Approach
to Inventory Investment and Control

THE COMMODITY APPRAISAL SERVICE

221 N. LaSalle St. Chicago, Illinois

December 9, 1933.

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.

Based on actual carlot trading Thursday,
Dec. 7, 1933.

REGULAR HAMS.

	Green Standard.	Sweet Standard.	Pickled Standard.	Fancy.
8-10	9½	10	10½	
10-12	9½	9½	10	
12-14	9½	9½	10	
14-16	9½	9½	10½	
10-16 range	9½	...	...

BILLING HAMS.

	Green Standard.	Sweet Standard.	Pickled Standard.	Fancy.
16-18	9½	10	10½	
18-20	9½	10	10½	
20-22	9½	10	10½	
16-22 range	9½	...	...

SKINNED HAMS.

	Green Standard.	Sweet Standard.	Pickled Standard.	Fancy.
10-12	9½	9½	10	
12-14	9½	9½	10	
14-16	9½	9½	10	
16-18	9½	9½	10	
18-20	9	8½	9½	
20-22	8½	8½	8½	
22-24	8	8	8	
24-26	7½	7½	8	
25-30	6½	7	8	
30-35	6	6½	8	

PICNICS.

	Green Standard.	Sweet Standard.	Pickled Standard.	Sh. Shank.
4-6	5%	6	6½	
6-8	5%	5½	6½	
8-10	5	5½	6	
10-12	5	5½	6	
12-14	5	5½	5%	

BELLIES.

	Green Sq. Sols.	Cured S.P.	Dry Cured.
6-8	9½	9½	9½
8-10	8½@0	9½	9½
10-12	8½	8½	9½
12-14	8½	8½	9½
14-16	8½	8½	9
16-18	8½	8½	8½

D. S. BELLIES.

	Clear Standard.	Fancy.
14-16	5½	...
16-18	5½	6
18-20	5½	6
20-25	5½	6
25-30	5½	6
30-35	5½	6
35-40	5½	6
40-50	5½	6
50-60	5	6

D. S. FAT BACKS.

	Standard.	Export Trim.
8-10	5½	5½
10-12	5½	5½
12-14	6	6½
14-16	6½	6½
16-18	6½	7
18-20	7	7½
20-25	7½	7½

OTHER D. S. MEATS.

Extra short clears	35-45	5½n
Extra short ribs	35-45	5½n
Regular plates	6-8	5½
Clear plates	4-6	4½
Jowl butts	4½	4½
Green square jowls	5	5
Green rough jowls	4½	4½

LARD.

Prime steam, cash	5.00	
Prime steam, loose	4.67½	
Refined, in export boxes—N. Y.	5.50	
Neutral, in tierces	6.37½	
Raw leaf	4.62½	

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

THE NATIONAL PROVISIONER

CANADIAN MEAT EXPORTS

Exports of meat from Canada to the United States and total exports for October and the first ten months of 1933, with comparisons:

	Oct., 1933.	10 mos., 1933.	10 mos., 1932.
Beef—			
To U. S.	169,700	296,800	
Total 830,500	5,582,300	8,486,200	
Bacon—			
To U. S. 66,200	131,800		
Total 5,790,700	58,718,100	32,049,100	
Pork—			
To U. S. 30,700	832,600	2,476,700	
Total 376,400	5,020,200	8,036,900	
Mutton—			
To U. S. 2,700			
Total 32,900	289,700	278,600	
Lard—			
To U. S. 525,600	524,300		
Total 21,900	2,912,500	4,707,300	

CANADIAN BRANDED BEEF.

Beef branded in Canada during October, 1933, totaled 2,310,955 lbs. compared with 1,615,389 lbs. in October, 1932. For the ten months ended with October there were branded 25,554,827 lbs. compared with 17,795,388 lbs. in the same period a year earlier. Of the September branding 667,419 lbs. was the red or first brand while 1,643,536 lbs. was the blue or second brand.

ANIMAL OILS.

Prime edible lard oil.	9
Prime inedible	8%
Meat fat	8%
Prime wintertrained	8%
Extra wintertrained	8%
Extra lard oil	8
Extra No. 1	7%
No. 1 lard oil	7%
No. 2 lard oil	7%
Acidless tallow oil	7½
20° neatfoot	10½
Pure neatfoot	12½
Special neatfoot	8
Extra neatfoot	7½
No. 1 neatfoot	7½

Oil weighs 7½ lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.

CURING MATERIALS.

	Bbls. Sacks.
Nitrite of soda per 100 lbs. delivered	9.08
(1 to 4 bbls. delivered) \$8.98 per 100 lbs. delivered	
Saltpetre, 25 bbl. lots, f.o.b. N. Y.:	
Dbl. refined granulated	6½
Small crystals	7½
Medium crystals	7½
Large crystals	8
Dbl. refd. gran. nitrate of soda, 3% more	3.25
Less than 25 bbl. lots, ¼ more	
Salt—	
Granulated, carlots, per ton, f.o.b. Chicago, bulk	\$6.00
Medium, carlots, per ton, f.o.b. Chicago, bulk	9.10
Rock, carlots, per ton, f.o.b. Chicago	8.00
Sugar—	
Raw sugar, 96 basis, f.o.b. New Orleans	3.15
Second sugar, 90 basis	None
Syrup testing, 63 to 65 combined sugar and invert, New York	42
Standard gran. f.o.b. refiners (2%).	4.50
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%	4.10
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%	4.00

SPICES.

(These prices are basis f.o.b. Chicago.)

	Whole. Ground
Allspice	8
Cinnamon	12
Clove powder	18
Ginger	7
Mace, Bands	47
Nutmeg	48
Pepper, black	15½
Pepper, Cayenne	10
Pepper, red	12½
Pepper, white	15½

COOPERAGE.

Ash pork barrels, black iron hoops	8.45	147½
Oak pork barrels, iron hoops	1.35	31.37½
Ash pork barrels, galv. iron hoops	1.52½	61.55
Oak pork barrels, galv. iron hoops	1.42½	61.45
White oak ham tierces	2.40	62.42½
Red oak lard tierces	2.22½	62.25
White oak lard tierces	2.32½	62.35

December 9, 1933.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ended	Cor. week,
Prime native steers—	Dec. 6, 1933.	1932.
400-600	10% @ 11	13 @ 13 1/2
600-800	8 1/2 @ 9	13 @ 13 1/2
800-1000	7 1/2 @ 8 1/2	13 @ 13 1/2
Good native steers—		
400-600	9 @ 10	11 1/2 @ 12
600-800	8 @ 11	11 1/2 @ 12
800-1000	7 1/2 @ 7 1/2	11 1/2 @ 12
Medium steers—		
400-600	8 @ 9	10% @ 11 1/2
600-800	7 1/2 @ 7 1/2	10% @ 11 1/2
800-1000	7 @ 7 1/2	10% @ 10%
Heifers, good, 400-600	8% @ 9%	10 @ 11 1/2
Cows, 400-600	4% @ 5 1/2	5 1/2 @ 7%
Hind quarters, choice	13 1/2	15 1/2
Fore quarters, choice	8	10

Beef Cuts.

Steer loins, prime	@ 18	@ 27
Steer loins, No. 1	215	227
Steer loins, No. 2	214	222
Steer short loins, prime	222	235
Steer short loins, No. 1	219	234
Steer short loins, No. 2	217	229
Steer loin ends (hips)	212	220
Steer loin ends, No. 2	212	219
Cow loins	210	210
Cow short loins	211	212
Cow loin ends (hips)	210	210
Steer ribs, prime	213	222
Steer ribs, No. 1	211	218
Steer ribs, No. 2	210	218
Cow ribs, No. 2	211	218
Cow ribs, No. 3	210	218
Steer rounds, prime	211	212
Steer rounds, No. 1	210	210
Steer chuck, prime	212	212
Steer chuck, No. 1	210	210
Steer chuck, No. 2	210	210
Cow rounds	210	210
Cow chuck	212	212
Steer plates	215	215
Medium plates	213	214
Briskets, No. 1	212	212
Steer navel ends	213	213
Fore shanks	213	214
Hind shanks	214	214
Strip loins, No. 1, bns.	220	220
Strip loins, No. 2	228	235
Sirloin butts, No. 1	217	223
Sirloin butts, No. 2	215	214
Beef tenderloins, No. 1	245	235
Beef tenderloins, No. 2	235	230
Bump butts	211	218
Flank steaks	212	216
Shoulder clods	212	216
Hanging tenderloins	215	215
Insides, green, 6@8 lbs.	211	211
Outsides, green, 5@6 lbs.	212	212
Knuckles, green, 5@6 lbs.	212	212

Beef Products.

Brains (per lb.)	@ 6	@ 5
Hearts	215	214
Tongues	215	214
Sweetbreads	215	214
Ox-tail, per lb.	218	212
Fresh tripe, plain	213	214
Fresh tripe, H. C.	218	218
Livers	212	212
Kidneys, per lb.	218	212

Veal.

Choice carcass	8 @ 9	8 @ 9
Good carcass	6 @ 8	6 @ 8
Good saddles	10 @ 12	10 @ 12
Good racks	5 @ 6	5 @ 6
Medium racks	3 @ 4	4 @ 5

Veal Products.

Brains, each	@ 7	@ 6
Sweetbreads	235	228
Calf livers	238	228

Lamb.

Choice lambs	@ 12	@ 15
Medium lambs	210	213
Choice saddles	213	216
Medium saddles	211	214
Choice fore	211	212
Medium fore	212	212
Lamb-fries, per lb.	218	225
Lamb tongues, per lb.	215	210
Lamb kidneys, per lb.	215	220

Mutton.

Heavy sheep	@ 3	@ 2 1/2
Light sheep	215	6
Heavy saddles	214	4
Light saddles	216	8
Heavy fore	212	2
Light fore	214	5
Medium legs	212	12
Mutton loins	212	6
Mutton stew	212	8
Sheep tongues, per lb.	210	10
Sheep heads, each	212	8

Fresh Pork, Etc.

Pork loins, 8@10 lbs. av.	@ 9 1/2	@ 8 1/2
Picnic shoulders	216	6
Skinned shoulders	216	6
Tenderloins	216	21
Spare ribs	216	6
Back fat	216	7
Boston butts	216	6
Boneless butts, cellar trim,	216	5
2@4	216	5
Hocks	216	5
Tails	216	5
Neck bones	216	2
Slip bones	216	9
Blade bones	216	5
Pigs' feet	216	2 1/2
Kidneys, per lb.	216	5
Livers	216	4
Brains	216	5
Ears	216	8
Snouts	216	3
Heads	216	5

DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	\$4.50
Large tins, 1 to crate.....	5.25
Frankfurts style sausage in sheep casings—	
Small tins, 2 to crate.....	5.50
Large tins, 1 to crate.....	6.25
Smoked link sausage in hog casings—	
Small tins, 2 to crate.....	4.75
Large tins, 1 to crate.....	5.50

DRY SALT MEATS.

Clear bellies, 18@20 lbs.	@ 5%
Clear bellies, 14@16 lbs.	@ 15%
Rib bellies, 25@30 lbs.	@ 5%
Fat backs, 14@16 lbs.	@ 5%
Fat backs, 14@16 lbs.	@ 5%
Regular plates	@ 5
Butts	@ 4

WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.	@ 14%
Fancy skd. hams, 14@16 lbs.	@ 15%
Standard reg. hams, 14@16 lbs.	@ 12%
Picnics, 4@8 lbs.	@ 11
Standard bacon, 6@8 lbs.	@ 17
No. 1 beef ham sets, smoked—	
Insides, 8@12 lbs.	@ 27
Cantinas, 5@9 lbs.	@ 21
Knickles, 6@9 lbs.	@ 26
Cooked hams, choice, skin on, fattened...	@ 23
Cooked hams, choice, skinless, fattened...	@ 24
Cooked picnics, skin on, fattened...	@ 17
Cooked picnics, skinned, fattened...	@ 17
Cooked loin roll, smoked...	@ 25

BARRELED PORK AND BEEF.

Meat pork, regular	
Family back pork, 24 to 34 pieces	@ 18.00
Family back pork, 35 to 45 pieces	@ 17.00
Clear back pork, 40 to 50 pieces	@ 15.50
Clear plate pork, 25 to 35 pieces	@ 12.00
Brisket pork	@ 16.00
Bean pork	@ 14.00
Plate beef	@ 11.00
Extra plate beef, 200 lb. bbls.	@ 12.00

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	\$12.00
Honeycomb tripe, 200-lb. bbl.	15.00
Pocket honeycomb tripe, 200-lb. bbl.	17.00
Pork feet, 200-lb. bbl.	12.25
Pork tongues, 200-lb. bbl.	23.00
Lamb tongues, short cut, 200-lb. bbl.	23.00

OLEOMARGARINE.

White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago.	@ 8 1/2
Nut, 1-lb. cartons, f.o.b. Chicago.	@ 7 1/2
Pastry, 60-lb. tubs, f.o.b. Chicago.	@ 9 1/2
Compound, 1-lb. cartons, f.o.b. Chicago.	@ 6 1/2
Prime steam, cash, Bd. Trade	@ 55.00
Prime steam, loose, Bd. Trade	@ 46.74
Refined lard, tierces, f.o.b. Chicago	@ 6 1/2
Kettle rendered, tierces, f.o.b. Chgo.	@ 6 1/2
Lard, kettle rendered, tierces, f.o.b. Chicago	@ 6 1/2
Beef tripe	@ 6 1/2
Neutral, in tierces, f.o.b. Chicago	@ 6 1/2
Compound, vegetable, tierces, c.a.f.	@ 6 1/2

TALLows AND GREASES.

(In Tank Cans or Drums.)	
Edible tallow, under 1% acid, 45 litre	3 1/2 3 1/2
Prime packers' tallow	2 1/2 2 1/2
No. 2 tallow, 10% f.f.a.	2 1/2 2 1/2
No. 2 tallow, 40% f.f.a.	2 1/2 2 1/2
Choice white grease	2 1/2 2 1/2
A-White grease	2 1/2 2 1/2
B-White grease, maximum 5% acid	2 1/2 2 1/2
Yellow grease, 10@15%	2 1/2 2 1/2
Brown grease, 40% f.f.a.	2 1/2 2 1/2

VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b.	
Valley points, prompt	@ 2 1/2
White, deodorized, in bbls., f.o.b. Chgo.	5 1/2 5 1/2
Yellow, deodorized	5 1/2 5 1/2
Soap stock, 50% f.f.a., f.o.b.	2 1/2 2 1/2
Corn oil, in tanks, f.o.b. mills	6 1/2 6 1/2
Soya bean oil, f.o.b. mills	5 1/2 6 1/2
Cocoanut oil, seller's tanks, f.o.b. coast	2 1/2 2 1/2
Refined in bbls., f.o.b. Chicago	6 1/2 6 1/2

Retail Section

Don't Hide Your Goods

Never Stand Between Your Merchandise and Your Customers

By WILLIE PARKER.

A meat merchant should never stand between his customers and the meats he has on sale.

Also, the dealer never should place his merchandise or his equipment in such a position that he will have to turn his back on his customers.

These thoughts were in the mind of F. Schliefer, proprietor of the Central Meat Market, Monrovia, Calif., when he remodeled his shop recently.

One of the things accomplished was elimination of wall racks and back bar, except for a narrow ledge which might provide a temporary resting place for a single piece of merchandise, or for equipment during the rush hours.

Schliefer's opinion is that all goods should be so placed that they can "look customers in the eye" as readily as an honest merchant can look at his customers.

The active selling area is between the customer and the butcher, he says, "so if you have anything to sell, put it in the active merchandising area."

Green and Black Color Scheme.

Wall racks and back bar were replaced by a series of modernistic panels, the upper ends of each panel being pyramidal in form, and the whole series taking on a pyramidal shape. In every other panel is a mirror, the length of which is perpendicular, not longitudinal as they are in so many shops.

Two tones of light green and solid black are used in the color scheme. The wall is a very light green, but, instead of a straight border, or no border at all, separating the wall from the ceiling, there is an eight-inch band of darker green, bordered with black, conforming in angles to the series of panels—that is, the band is higher in the center of the wall than at either end. The panels are of a darker green—the same shade as is used in the aforementioned band. Striping is black.

Construction and color scheme of the background creates an optical illusion, whereby the shop appears to be longer than it actually is, and the ceiling appears higher. These are effects that Schliefer desired to obtain. Also, the color scheme gives the place a cool, inviting atmosphere. The accompanying sketch is representative of the back

wall, but only a portion of it is shown. The panels are constructed of ordinary wall board, so the remodeling was relatively inexpensive, insofar as materials were concerned.

Customers Want Quality Meats.

Because of the shape of the panels, it is obvious that signs pasted on them, or merchandise stacked in front of them wouldn't look very well. That was another condition Schliefer desired to produce, for then neither he, nor his men, nor the distributors' salesmen would be encouraged to clutter up the back wall with signs and stacks of merchandise.

Schliefer desires his shop to reflect the quality atmosphere in keeping with the quality of his merchandise. He says that regardless of the depression he has just as many customers as he had three years ago—customers who are willing to pay the price for quality meats.

In connection with cleanliness and orderliness in the shop, a condition produced partly by the elimination of catch-alls, Schliefer has stationed his meat grinder, slicer and all of his paraphernalia in full view of his customers. He believes in doing all his work where all can see him and have no reason to suspect that sleight-of-hand activities go on in the back room.

Illustrative of this, he explained, that when a woman buys a piece of round steak and asks that it be ground for a meat loaf, she knows that she is getting exactly what she purchased when she sees it ground before her eyes. If it were taken into the back room she

might suspect that cheaper meat was substituted, especially since some meats assume a trifle darker color when they are ground.

NEWS OF THE RETAILERS.

New meat markets which will be added to the list in Milwaukee, Wis., include those of Dulek & Lass at 2445 N. Leutonia ave., and John Hansel, 1606 W. Galena st.

The first A. & P. superstore in Peoria, Ill., was opened recently with Louis Kerr as grocery manager and W. M. Strickland as manager of the meat department.

A. H. Stavick and Emil Rousch plan to open a meat market and grocery in Edgerton, Wis.

The formal opening of the Krueger Meat Market, 614 Calhoun st., Ft. Wayne, Ind., took place recently. Carl Krueger is the proprietor.

A. C. Hamburg of Pardeeville, Wis., has purchased the Modern Meat Market which has been run in connection with the I. G. A. grocery on lower James st., Columbus, Wis.

The new Cash is King System, grocery and meat department, has opened in Sioux City, Ia., with Arnold Feierfeil as manager. Leo Sailer is in charge of the meat department.

Jack Lester of Chicago, has purchased an interest in The City Market, Waterloo, Ia., operated by Mrs. Hilda Hagenbush.

Joe Cannady has sold The Peoples Cash Market, South Frederick ave., Oelwein, Ia., to Clarence Kelly and W. P. Donovan.

CONSUMER SETS MEAT STYLES.

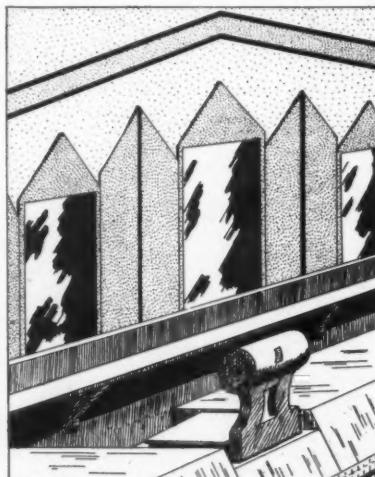
(Continued from page 16.)

shown in contrast to those from the light weight animal, demonstrating the liability of the heavy hog. The over-fattened hog produced one-third more lard, the ham had to be skinned and fatted, and the fat hog produced a heavy fat back that must move into low priced trade channels.

Posters accompanying all of these exhibits pointed to the need for united action on the part of farmers in cooperation with the AAA to strike the necessary balance.

One booth of the government exhibit was devoted entirely to lard. This was set up by the Institute of American Meat Packers and the National Live Stock and Meat Board in cooperation with the U. S. Department of Agriculture. In table form it showed the shortening value of fats, refined lard with a relative value of 100 being taken as the base. All vegetable oil compounds were shown to have a shortening value of only 83 per cent in comparison with refined lard, while hydrogenated cottonseed oil showed 75 per cent and animal stearine and vegetable oil compounds, 75 per cent.

Another table showed that lard is 97 per cent edible, butter is 97 per cent edible, vegetable oils 97.1 per cent and



MODERNISTIC WALL TREATMENT.

Panels are of wall board. The color scheme is in two shades of green and black. No stock is permitted on the ledge, all of it being kept in locations between the men behind the counter and the customers in front of the showcases.

hydrogenated vegetable oils 93.8 per cent.

Models of beef ribs, both cooked and raw, were shown to demonstrate that "grass makes good beef." Both a cooked and a raw rib were shown of an animal fed on grass and the other fattened on grass and grain. "The grain fed beef is fatter but there is no important difference in color or palatability," the legend read.

Meat Cookery a Feature.

Another demonstration showed the advantage of proper cooking to avoid undue shrinkage of meat. Each of three pieces of beef weighed 12½ lbs. when it went into the oven. Each were cooked rare. One weighed 8½ lbs. when it came out of the oven, one 10¾ lbs. and one 10½ lbs. The roast weighing 10¾ lbs. was cooked at a constant oven temperature of 250 degs. F. to an inside temperature of 140 degs. F. and required 5 hours to cook. The roast weighing only 8½ lbs. when it came out of the oven was cooked in 3 hours at an oven temperature of 450 degs. F. and consumed 50 per cent more gas than the roast which lost only 1½ lbs. in cooking.

Almost perfect models of cooked "meat to suit every pocketbook were shown." These were exhibited on platters with the vegetable or fruit served with them. For special occasions the broiled porterhouse steak or crown roast of lamb with mushroom stuffing and baked ham were suggested. Others, "moderate in price but excellent in flavor" included a wide variety of meats having much appetite appeal.

Meat Type Hog Best.

By means of painted panels the University of Illinois showed the kind of heavy hogs that were in demand in 1865 and the meat they produced as against the type most popular in 1933. It also showed the three types of hogs commonly raised in the Corn Belt, the chuffy, meat or medium, and the rangy hog, and pointed out why the meat or medium type met the widest demand.

NO BEEF AWARDS MADE.

Awards have not been made by the Federal Emergency Relief Corporation on the 25,000,000 lbs. of canned beef, bids for which were requested and were opened November 27. Relief officials stated that the bids were regarded as "too high" and that no decision had yet been reached as to whether or not new bids would be requested.

Canned beef already in stock could not be used for filling these requirements, it being necessary to purchase and slaughter the cattle after the awards were made. Considerable quantities of canned beef are reported to have been purchased by the agency particularly in Texas.

CORN TAX FIVE CENTS.

The processing tax on field corn imposed under the Agricultural Adjustment Act will remain at 5¢ per bushel rather than 20¢ as of December 1, as originally planned. This change was made in an order approved by the President on November 30. The rate is kept at the lower figure to "prevent the accumulation of surplus stocks and depression in the farm price."

GRAND CHAMPIONS SOLD.

Grand championship honors at the International were carried off by the Angus breed which won not only in the single steer class but in the carlot classes. The grand champion steer, "Briarcliff Model" was bred and fed by Oakleigh Thorne, well known Angus breeder of White Plains, New York. The steer was 19 months old and weighed 1,210 lbs. He was bought by Harold Cudney, of Cudney & Co., for the Palmer House in Chicago. The price paid was \$1.30 per pound or a total of \$1,573.

The grand champion carlot of cattle, fed by A. H. Schmidt, president of the Tarkio molasses feed company, sold at \$16.75 per cwt. which was \$1.25 over last year's price. The cattle were bought by Tom Cross, head cattle buyer of Armour and Company, for Pfaelzer Bros. of Chicago. The animals averaged 935 lbs., bringing \$156.61 per head.

The champion load of Shorthorns sold to the New City Packing & Provision Co. at \$9.25 per cwt. The champion load of Herefords were bought by Armour and Company for the National Tea Stores at \$8.50 per cwt. The Angus yearlings which stood second to the grand champions were bought by Arbogast & Bastian of Allentown, Pa., at \$9.50 per cwt. A load of two-year-old Angus were sold to First National Stores, Boston, Mass., at \$7.50 per cwt.

Other buyers in the auction of the carlots were the New York Central and Pennsylvania railroads, Wilson & Co., Swift & Company, Armour and Company, the Illinois Packing Co., the Berghoff restaurant in Chicago, the United Dressed Beef Co., the Fred Harvey dining car and restaurant system, the New England Dressed Meat & Wool Co., Fisher Bros. of Cleveland and Libby, McNeill & Libby.

CORN-HOG CONTRACTS MAILED.

Details of the contract for reduction of corn and hog production have been completed by the Agricultural Adjustment Administration and blank forms for the signature of farmers are being distributed throughout the country as rapidly as possible, Secretary of Agriculture Henry A. Wallace said this week.

Officials of the department would not predict how many farmers will sign but the initial number of contract blanks being printed is stated to be 1,500,000. It is expected that this number of blanks will be distributed within ten days.

Already state committees have been formed in Iowa, Nebraska, Minnesota, Missouri, South Dakota and Indiana and it is expected that committees will be named shortly for Illinois, Kansas and Ohio. These state committees will elect county committees to set up permanent local organizations.

Farmers are urged to sign the contracts to reduce corn acreage and hog production to overcome the surpluses created by the loss of export markets for pork meats and lard and by the large amount of corn available for livestock feeding as a result of the decline in the number of horses and mules raised and kept on farms.

Benefit payments on corn, under the program, will be at the rate of 30 cents a bushel for each bushel the farmer

agrees to withhold from production in 1934. The payment will be based on the average yield of the contracted acreage during the previous five year period. One-half the payment will be made to the farmer as soon as his contract has been approved, the other half when he has fulfilled the terms of the agreement.

In return for the farmers' agreement to curtail hog production the government will pay \$5 a head on 75 per cent of the average number of hogs marketed or to be marked from litters farrowed by the producers' sows in the last two years.

Of the total \$5 hog payment, \$2 will be paid immediately, \$1 about Nov. 15, 1934, and the remaining \$2 about Feb. 1, 1935, when it is ascertained that the hog producer has complied with the agreement.

In return for the payments the corn-hog farmer must agree, under the contract, to the following measures of production control:

1. To reduce the corn acreage on his farm in 1934 by not less than 20 per cent below the average corn acreage in the two preceding years. He can, if he desires, reduce the acreage more than 20 per cent of the two year average, but benefit payments will be made only up to a 30 per cent reduction.

2. To reduce in 1934 the number of litters of pigs farrowed on the farm under contract, and farrowed by hogs owned by him by not less than 25 per cent below the annual average number of litters owned by him when farrowed in the two previous years.

The producer likewise agrees not to increase his 1934 total crop plantings of commodities classed as "basic agricultural commodities" under the AAA over the peak planted in the preceding two years; nor to increase his previous two year planting of feed crops.

It is estimated by the AAA that this entire corn-hog program will cost approximately \$350,000,000, to be raised in the form of processing taxes.

NOVEMBER HOG MARKETS.

Hog receipts at the eleven principal markets during November totaled 2,067,000 head compared with 1,552,000 in October and 1,737,000 in November a year ago. With the exception of a year ago, however, receipts were the smallest for the month since 1914.

For the eleven months of 1933 receipts at Chicago totaled 7,054,700 head which included 944,692 pigs and sows slaughtered for government account. This compares with a total of 5,939,762 in the 1932 period, 6,956,548 in 1931 and 6,985,931 in the even months of 1930.

The average weight of hogs at Chicago during November was 226 lbs. compared with 241 lbs. in October, 232 lbs. last November, 219 lbs. in November, 1931, and 224 lbs. in the same month of 1930.

Top price for the month at this market at \$4.60 compares with \$4.00 in the same month a year ago, \$5.20 two years ago and \$9.45 in November, 1930. The average for the month at \$4.10 compares with an average of \$3.85 in November, 1932, \$4.65 two years ago and \$8.55 in the same month three years ago.

AMONG NEW YORK RETAILERS.

President M. J. Smith presided at the meeting of South Brooklyn Branch Tuesday of this week. Reports of committees included the ball and Butchers Mutual Casualty Company. At the next meeting, December 19, election of officers will take place.

A most successful theatre party for the Christmas fund was given Monday evening of this week by the Ladies' Auxiliary. There was a large gathering, and all present had a most agreeable evening. The committee included Mrs. Joseph Stern, Mrs. A. Werner, Jr., Mrs. W. H. Wild and president Mrs. William Kramer.

Attorney Aaron Kaufmann was a visitor at the meeting of Jamaica Branch Tuesday evening of this week. He informed the members that hearings on the industrial code would in all probability be held next week. The Branch appointed president Phil Koch as its representative at these hearings. It was voted to send a letter to Rev. Father Coughlin for his support of President Roosevelt. Resolution to legalize betting at race tracks as an aid in securing a return to prosperity was voted on favorably. Members also voted to donate a substantial amount to the Christmas fund of the Ladies' Auxiliary. A bunco and card party will be given by the Branch in their meeting rooms, Saengerbund Hall, Jamaica, Thursday, December 14.

NEW YORK NEWS NOTES.

Treasurer W. B. Traynor, and vice president J. P. Spang, Jr., Swift & Company, Chicago, were in New York last week.

W. T. Harrington, Swift Gansevoort market, and E. M. Bell, Swift Barclay street market, spent several days in Chicago last week attending the International Live Stock Exposition and visiting Swift & Company offices.

Meat, poultry and fish seized and destroyed by the health department of the city of New York during the week ended December 2, 1933, were as follows: Meat—Brooklyn, 4,709 lbs.; Manhattan, 699 lbs.; Bronx, 3 lbs.; Queens, 118 lbs.; total, 5,529 lbs. Fish—Brooklyn, 5 lbs. Poultry—Brooklyn, 37 lbs.; Manhattan, 664 lbs.; Bronx, 75 lbs.; Queens, 169 lbs.; total, 845 lbs.

MORE PAY FOR PLANT WORKERS.

Unskilled employees of the three large packers in Chicago were given a wage increase of 4c an hour, effective December 3, with adjustments for other male workers, after conferences between company executives and officers of company unions. No change is made in the pay of women workers as this was taken care of in the changes made effective August 1.

This pay increase affects approximately 5,000 workers in the Swift & Company plant, over 8,000 in the Armour and Company plant and some 4,000 in the Wilson & Co. plant. Similar increases were announced in the plants of these companies at centers outside Chicago.

PACKER ENTERTAINS 4-H CLUBS.

(Continued from page 17.)

ment of agriculture and rural life by encouraging boys and girls to become good citizens and able leaders is sufficient reward for our efforts."

Members of the 4-H clubs have learned to reduce the cost of production at the same time bettering the quality of farm products to be sold, Mr. Wilson said. The farm girls who have been club members have learned how to conserve their health and how to make themselves and their homes more attractive. "All of this has had a tremendous influence upon agricultural and rural life," he said.

Gratification was expressed by the speaker that many of his business friends in Chicago and elsewhere are taking a similar interest in this work, "and I fully expect many others to do likewise," he said.

Nearly 500 Awards Made.

Another feature of the evening's entertainment was the appearance in person of a group of well known radio minstrels who broadcast their regular feature from the Wilson auditorium which was relayed over 48 stations.

Winners of the highest honors in each of the two projects Mr. Wilson has sponsored were: In the junior feeding contest, Mervyn Anderson, St. Peter, Minn.; Floyd Amsley, Rensselaer, Ind.; and Russell Lehe, Reming-

PACKER AND FOOD STOCKS.

Price ranges of packers', leather companies', chain stores' and food manufacturers' listed stocks, Dec. 6, 1933, or nearest previous date, with number of shares dealt in during week, and closing prices, on Nov. 29, 1933:

	Sales.	High.	Low.	—Close—	
Week ended				Dec.	Nov.
Dec. 6.	—Dec. 6.—			6.	29.
Amal. Leather.	100	4 1/4	4 1/4	4 1/4	4 1/4
Do. Pfd.				26	
Amer. H. & L.	600	8 1/2	7 1/2	8 1/2	7 1/2
Do. Pfd.	200	33	33	30 1/2	
Amer. Storrs.	100	37 1/2	37 1/2	37 1/2	37 1/2
Armour A.	11,500	8 1/2	3 1/2	3 1/2	3 1/2
Do.	7,100	2 1/2	2 1/2	2 1/2	2 1/2
Do. Ill. Pfd.	11,000	44 1/2	41 1/2	44 1/2	40
Do. Del. Pfd.	100	73 1/2	73 1/2	73 1/2	74
Beechnut Pack.	400	58 1/2	57 1/2	58 1/2	56
Bochack, H. C.				19 1/2	
Do. Pfd.				90	
Brennan Pack.				19	
Do. Pfd.				50	
Chick. Co. Oil.	400	19 1/2	19 1/2	19 1/2	18 1/2
Childs Co.	2,600	5 1/2	5 1/2	5 1/2	4 1/2
Cudahy Pack.	4,400	38 1/2	37 1/2	38 1/2	38 1/2
First Nat. Strs.	1,600	56 1/2	56 1/2	56 1/2	56 1/2
Gen. Foods.	16,700	36 1/2	35 1/2	36 1/2	35
Gobel Co.	6,700	7 1/2	7 1/2	7 1/2	7 1/2
Gr. A&P Pfd.	90	121 1/2	121 1/2	121 1/2	123
Do. New.	220	135	135	135	133
Hormel, G. A.	100	18 1/2	18 1/2	18 1/2	18 1/2
Hygrade Food.	200	3 1/2	3 1/2	3 1/2	3 1/2
Kroger G. & B.	7,200	24	24	24	24
Libby, McNeill.	600	3 1/2	3 1/2	3 1/2	3 1/2
McMarr Stores.				8 1/2	
Mayer, Oscar.				5 1/2	
Mickelberry Co.	200	2 1/2	2 1/2	2 1/2	2 1/2
M. & H. Pfd.	100	5 1/2	5 1/2	5 1/2	5 1/2
Morrell & Co.	200	38	38	38	30 1/2
Nat. Pfd. P. A.				1 1/2	
Do. B.				1 1/2	
Nat. Leather.	300	1	1	1	1
Nat. Tea.	12,400	19 1/2	18 1/2	18 1/2	17 1/2
Proc. & Gamb.	4,800	42 1/2	41 1/2	42	41
Do. Pr. Pfd.	120	100	100	100	110
Rath Pack.				20	
Safeway Strs.	6,100	46 1/2	46	46	43 1/2
Do. 6% Pfd.	110	83	83	83	84 1/2
Do. 7% Pfd.	210	98	98	98	98
Stahl Meyer.				6	
Swift & Co.	12,400	16 1/2	14 1/2	14 1/2	14 1/2
Do. Int'l.	4,100	29 1/2	28 1/2	29 1/2	28 1/2
Truett Pork.				12 1/2	
U. S. Cold Stor.				33 1/2	
U. S. Leather.	2,800	9 1/2	9 1/2	9 1/2	8 1/2
Do. A.	600	17 1/2	17 1/2	17 1/2	17
Do. Pr. Pfd.				70	
Wesson Oil.	1,400	21	21	21	20 1/2
Do. Pfd.	300	55	55	55	50
Wilson & Co.	3,600	5	5	5	4 1/2
Do. A.	2,800	14 1/2	13 1/2	13 1/2	12 1/2
Do. Pfd.	5,000	55	51 1/2	55	44

ton, Ind. The three winners in the meat animal live stock project were Harry Hege, Jr., Lafayette, Ind., national winner; J. H. Marshall, Jr., Evans, Ga., reserve national winner; and Homer Shelby, Albany, Ore., third national winner. Each of these six boys will receive a university scholarship in addition to his trip to Chicago, a gold watch and a gold medal. A total of 492 county, state, sectional and national awards were made by Mr. Wilson.

LIVESTOCK PRICES.

(Continued from page 18.)

Supply Influences Price.

"The packing industry cannot hold a given supply of meats indefinitely for better prices; it must be sold promptly for what retailers will pay. Retailers, in turn, must price it at levels that will move it into consumption before it spoils.

"Higher price levels to consumers, unless there were a corresponding increase in the consumers' ability to buy, would turn people to competing products and reduce the volume of meat consumed.

"The result of these economic factors is that the going market price of meats represents, in practice, the approximate level at which the current supply can be sold."

LIVESTOCK COST AND YIELD.

Kinds of livestock slaughtered and yield in per cent and pounds for October, 1933, with comparisons:

	Oct.	Sept.	Oct.
	1933.	1933.	1932.
Av. live cost per 100 lbs.:			
Cattle	\$ 4.52	\$ 4.22	\$ 3.94
Calves	\$ 4.51	\$ 5.00	\$ 4.50
Swine	\$ 3.47	\$ 4.00	\$ 4.50
Sheep and lambs	\$ 4.94	\$ 6.36	\$ 6.18
Av. yield, per cent:			
Cattle	53.83	55.04	54.05
Calves	58.52	56.82	57.18
Swine	75.01	75.24	74.44
Sheep and lambs	47.58	47.36	47.31
Av. live weight, lbs.:			
Cattle	940.99	939.21	950.73
Calves	180.50	194.62	193.38
Swine	223.43	237.26	228.40
Sheep and lambs	80.75	79.95	80.74
Sources of supply, per cent:			
Cattle—			
Stockyards	84.25	83.26	83.37
Other	15.75	16.74	16.63
Calves—			
Stockyards	73.68	74.81	71.00
Other	26.32	25.19	28.34
Swine—			
Stockyards	56.70	58.93	57.91
Other	43.30	41.07	42.10
Sheep and lambs—			
Stockyards	72.53	74.02	74.86
Other	27.47	25.98	23.14
Classification, per cent:			
Cattle—			
Steers	49.92	49.13	50.14
Bulls and stags	3.46	4.79	3.15
Cows and heifers	49.62	46.08	46.71
Swine—			
Sows	53.69	57.32	54.00
Barrows	45.85	42.06	44.32
Stags and boars	0.46	0.62	0.38
Sheep and lambs—			
Sheep	4.33	5.24	5.58
Lambs and yearlings	95.67	94.76	94.92

MEAT IMPORTS AT NEW YORK.

Principal meat imports at New York for the week ended December 2, 1933:

Point of origin.	Commodity.	Amount.
Argentine—Canned corned beef.	243,000 lbs.	
Brazil—Jerked beef	2,224 lbs.	
Brazil—Canned corned beef	54,684 lbs.	
Canada—Pork cuts	2,080 lbs.	
Canada—Bacon	2,163 lbs.	
Canada—Sausage	260 lbs.	
Germany—Ham	2,514 lbs.	
Germany—Sausage	8,222 lbs.	
Sweden—Sausage	550 lbs.	
Uruguay—Canned corned beef	72,000 lbs.	

A Page for the Packer Salesman

Reducing Claims

A Worthwhile Endeavor in Which Packer Salesmen Can Help

Meat packers—dealers in perishable products—probably always will be faced with the problems presented by claims. They cannot hope to eliminate them entirely, but in many cases they can reduce this annual loss.

In any such campaign the packer salesman can play an important part, as is pointed out by a packer sales manager. He says:

Editor THE NATIONAL PROVISIONER:

Many interesting articles have appeared on the Salesman's Page of THE NATIONAL PROVISIONER, but there is one subject I do not recall having seen discussed lately—one that is of considerable interest to packer salesmen. I refer to customers' claims.

There are reasonable claims, and there are the other kind. Some customers rarely or never present a claim. Others make them whenever the slightest excuse offers. Those in the latter class are a source of continual annoyance and lost time for the salesmen. All claims, when allowed, mean a loss for the house.

Handling claims is largely a personal matter between the salesman and the customer. The salesman can not afford to be too strict and too severe. On the other hand he ought to see that his house does not get the worst of it when a claim is presented. Perhaps the tendency of many salesmen is to lean toward the policy of keeping customers satisfied, and no doubt they sometimes go a little too far in this direction, not appreciating that payments of claims, just and unjust, is a serious drag on the business.

Collection Difficulties Increased.

How every department of a meat packing plant suffers from the effects of claims is set forth in a recent issue of the Hygrader, the house organ of the Hygrade Food Products Corp. "The collection department is constantly running into collection difficulties because a customer refuses to pay his statement until he has been given satisfaction for a claim filed. The salesman continues to turn in orders but finds product is not being shipped because the customer in his attitude and demand upon the house has become delinquent in his account, and further credit can not be extended him.

"The business loses the profits and

the salesman his commission. Many times this inevitable trend of events has led to the loss of a good customer, and of course the responsibility for the loss must come to rest with the claim department. Proper analysis soon reveals the source of the trouble to be the laxity that went with the customer's first claim, encouraging him to make further ones.

"The traffic department finds itself in constant rifts with the claim department because salesmen, finding it convenient to file claims for their customers, unintentionally assist the truckmen in charge of delivering product to become careless and negligent in the handling of shipments.

How Salesmen Can Help.

The claim agent refuses to approve a claim because he insists upon clear records to ascertain the shipment of the product and demands knowledge of its disposition before passing credit. There are recorded instances where a truckman reported a product shortage and the salesman later advised an error had been made and there had been no shortage at all.

It will be seen, therefore, that in addition to the direct money loss required to settle claims there is further expense to maintain the machinery to check and pay them.

Salesmen can do much to eliminate this loss with the proper methods. The same abilities that enable the salesman to sell meats can be used to influence customers to be fair in presenting claims. Laxity in the matter and undue fears of losing business only tend to encourage claims and aggravate a situation that is costing much more than it should in many plants.

Yours very truly,
PACKER SALES MANAGER.

MEAT SELLING IS A SERVICE.

"One of the things I require of all packer salesmen is the proper mental attitude toward the business of selling meats," a packer sales manager said recently.

"A great many men, I find, tend to



develop an inferiority complex. Sooner or later those in this class become a little apologetic toward the job of peddling meat. When they reach this stage and do not recognize the symptoms I give them a friendly talk. If this does no good, I take harsher means to bring them to a realization that they are getting into bad mental habits.

"The good packer salesman is imbued with the conviction that his job is legitimate and his products the best there are. He believes his customers are benefited by the products he sells them. His mental approach is that both he and the retailer stand to profit from a sale. He feels he is performing a service when he takes an order, and is not asking a favor when he solicits business."

POULTRY COMPETITION.

To some packer salesmen the so-called poultry season is a mental hazard that interferes seriously with their work. More poultry is consumed during November and December than in some other months, it is true, but when the total is figured it is found that per capita consumption is comparatively small.

The low prices at which pork and beef are selling are good reasons why the consumption of these meats should be well maintained, despite the holiday season. There has not been enough improvement in general purchasing power to cause any great consumptive switch from these meats to poultry.

The packer salesman who keeps on the job and forgets the competition of poultry should have little to worry about so far as his tonnage is concerned.

QUALITIES FOR SUCCESS.

The 100 per cent packer salesman should

- 1—Have a knowledge of himself and human nature in general.
- 2—Know all there is to know about the products he is selling.
- 3—Be well informed on business conditions generally.
- 4—Keep clean, dress neatly and maintain an attractive bearing.
- 5—Cultivate the ability to put himself in the place of the customer and to get the viewpoint of the men on whom he calls.
- 6—Have a good memory, self control, tact, patience, loyalty to employer, honesty, energy, courtesy, thoroughness, persistence, ambition and confidence.

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, grass	\$ 4.25	@ 4.50
Cows, common to medium	2.00	@ 3.00
Bulls, common to medium	2.00	@ 3.00

LIVE CALVES.

Vealers, good to choice	\$ 6.50	@ 8.00
Vealers, medium	5.00	@ 6.00
Vealers, common	3.00	@ 4.50

LIVE LAMBS.

Lambs, good to choice	\$ 7.50	@ 8.00
Lambs, medium	6.00	@ 7.00
Ewes	1.00	@ 3.00

LIVE HOGS.

Hogs, 170-180 lbs.	\$ 24.25
Hogs, 245 lbs.	4.40
Hogs, heavy	4.00

DRESSED HOGS.

Hogs, 90-140 lbs., good to choice	\$ 7.25	@ 7.50
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DRESSED BEEF.

Choice, native, heavy	9	@ 11
Choice, native, light	10	@ 11
Native, common to fair	8	@ 9

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	9	@ 10
Native choice yearlings, 440@600 lbs.	9	@ 10 1/2
Good to choice heifers	8	@ 9
Good to choice cows	6	@ 7
Common to fair cows	5	@ 6
Common bologna bulls	5	@ 6

BEEF CUTS.

	Western.	City.
No. 1 ribs	12 @ 15	14 @ 16
No. 2 ribs	13 @ 14	12 @ 14
No. 3 ribs	10 @ 12	11 @ 12
No. 1 loins	16 @ 20	20 @ 22
No. 2 loins	14 @ 15	16 @ 18
No. 3 loins	10 @ 12	12 @ 14
No. 1 hinds and ribs	10 @ 12	10 @ 14
No. 2 hinds and ribs	9 @ 10	9 @ 11
No. 3 hinds and ribs	9 @ 10	9 @ 10
No. 2 rounds	8 @ 8 1/2	8 @ 9
No. 3 rounds	7 @ 7 1/2	7 1/2 @ 8
No. 1 chuck	8 @ 9	9 @ 10
No. 2 chuck	7 @ 7 1/2	8 @ 9
No. 3 chuck	6 @ 6 1/2	7 @ 8
Bolognias	5 1/2 @ 6	6 @ 7
Rolls, reg. 6@8 lbs. avg.	22	@ 23
Rolls, reg. 4@6 lbs. avg.	17	@ 18
Tenderloins, 4@6 lbs. avg.	50	@ 60
Tenderloins, 5@6 lbs. avg.	50	@ 60
Shoulder clods	11	@ 12

DRESSED VEAL.

Good	9	@ 10
Medium	7	@ 8
Common	5	@ 6

DRESSED SHEEP AND LAMBS.

Lambs, prime to choice	12	@ 14
Lambs, good	12 1/2 @ 13 1/2	
Lambs, medium	11 1/2 @ 12	
Sheep, good	7	@ 8
Sheep, medium	5 @ 6	

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	9 1/2 @ 10 1/2
Pork tenderloins, fresh	23 @ 24
Pork tenderloins, frozen	18 @ 20
Shoulders, Western, 10@12 lbs. avg.	7 @ 8
Butts, boneless, Western	9 @ 10
Butts, regular, Western	8 @ 9
Hams, Western, fresh, 10@12 lbs. avg.	11 @ 12
Picnic hams, Western, fresh, 6@8 lbs. avg.	8 @ 9
Pork trimmings, extra lean	10 @ 11
Pork trimmings, regular 60% lean	5 @ 6
Spareribs	6 @ 7

SMOKED MEATS.

Hams, 8@12 lbs. avg.	13 1/2 @ 14 1/2
Hams, 10@12 lbs. avg.	13 1/2 @ 14 1/2
Hams, 12@14 lbs. avg.	14 @ 15
Picnics, 4@6 lbs. avg.	10 @ 11
Picnics, 6@8 lbs. avg.	10 @ 11
City picnics, bellies, 8@10 lbs. avg.	11 1/2 @ 13 1/2
Bacon, boneless, Western	16 @ 17
Bacon, boneless, city	15 @ 16
Rollerettes, 8@10 lbs. avg.	13 @ 14
Beef tongue, light	22 @ 25
Beef tongue, heavy	24 @ 26

FANCY MEATS.

Fresh steer tongues, untrimmed	15c a pound
Fresh steer tongues, 1 c. trim'd.	30c a pound
Sweetbreads, beef	60c a pound
Beef, veal	80c a pound
Beef kidneys	10c each
Mutton kidneys	25c a pound
Livers, beef	15c a pound
Oxtails	15c a pound
Beef hanging tenders	20c a pound
Lamb fries	10c a pound

BUTCHERS' FAT.

Shop fat	50c per cwt.
Breast fat	75c per cwt.
Edible suet	12 1/2c per cwt.
Inedible suet	100c per cwt.

GREEN CALFSKINS.

5 9 9 1/2-12 1/2 14-18 18 up	
Prime No. 1 veals	1.85 2.00 2.25
Prime No. 2 veals	1.70 1.80 1.85 2.00
Buttermilk No. 1	1.60 1.70 1.75
Buttermilk No. 2	1.50 1.60 1.65
Branded grubby	.70 .90 1.00 1.15
Number 3	.70 .90 1.00 1.15

BUTTER.

Creamery, extras (92 score)	62 1/2%
Creamery, first (91 score)	62 1/2@ 21 1/2%
Centralized (90 score)	62 1/2@ 21 1/2%

EGGS.

(Mixed Colors.)

Special packs or henry selections	31	@ 25 1/2
Standards	29	@ 20
Firsts	24	

LIVE POULTRY.

Fowls, colored, via express	13	@ 15
Fowls, Leghorn	9	@ 11
Chickens, Rocks	13	@ 14

DRESSED POULTRY.

FRESH KILLED.

Fowls-fresh-dry packed-12 to box-	
Western, 60 to 65 lbs. to dozen, lb.	12 @ 15
Western, 45 to 55 lbs. to dozen, lb.	11 @ 14
Western, 45 to 47 lbs. to dozen, lb.	10 @ 13
Western, 35 to 42 lbs. to dozen, lb.	10 @ 12
Western, 30 to 35 lbs. to dozen, lb.	8 @ 11

Chickens-fresh-dry packed-12 to box-	
Western, 60 to 65 lbs. to dozen, lb.	12 @ 18
Western, 45 to 55 lbs. to dozen, lb.	11 @ 16
Western, 45 to 47 lbs. to dozen, lb.	11 @ 15
Western, 35 to 42 lbs. to dozen, lb.	10 @ 14 1/2
Western, 30 to 35 lbs. to dozen, lb.	10 @ 14

Ducks-	
Western	11 @ 14

Squabs-	
White, ungraded, per lb.	25 @ 40

Turkeys, No. 1-	
Young toms	16 1/2 @ 21
Young hens	16 @ 20

Fowls, frozen-dry packed-12 to box-	
Western, 60 to 65 lbs. per lb.	12 @ 15
Western, 45 to 55 lbs. per lb.	11 @ 13 1/2
Western, 30 to 45 lbs. per lb.	11 @ 12 1/2

Wholesale price carlots-fresh centralized butter-90 score at Chicago:	
Score 90	88
Score 92	90
Score 96	90
Score 88	88

Chicago	21	19 1/2
New York	22 1/2	21 1/2
Boston	24	22 1/2
Phila.	25	22

Wholesale price carlots-fresh centralized butter-90 score at New York:	
Score 90	88
Score 92	90
Score 96	90
Score 88	88

Chicago	21	19 1/2
New York	22 1/2	21 1/2
Boston	24	22 1/2
Phila.	25	22

Wholesale price carlots-fresh centralized butter-90 score at Boston:	
Score 90	88
Score 92	90
Score 96	90
Score 88	88

Chicago	21	19 1/2
New York	22 1/2	21 1/2
Boston	24	22 1/2
Phila.	25	22

Wholesale price carlots-fresh centralized butter-90 score at Philadelphia:	
Score 90	88
Score 92	90
Score 96	90

ALS.
BY.
@25.00
@nom.
@ 2.00
3.00 & 10c
2.75 & 10c

@nom.
@22.50
@25.25
@25.50

2.50 & 10c
2.25 & 10c

@25.00
@26.00
@ 8.00

@19.15
@ 9.70
@27.15
@42.15
lpmpt.

@ .50
@ .35

ORNS.

75.00 @ 85.00
45.00 @ 65.00
55.00 @ 55.00
@ 75.00
@ 70.00
75.00 @ 200.00

PLIES.
ed meats
ederal in
week ended

IS:
Cor.
week.
1932.
09 7,463
10 1,024
39 206
29 8,284
03 24,859
24 1,979
40 402,087
03 2,231,414

38 8,447
07 12,076
17 56,121
40 77,901

UPPLIES.
ed meats
city and
Philadelphia for
1933:

Cor.
rev. week.
1932.
1,575 1,008
232 1,128
263 219
1,126 1,295
363 10,317
948 964
1,120 645,929

,944 1,820
472 2,865
6,609 20,624
,433 10,122

LIES.

ed meats
2, 1933,

Cor.
week.
1932.
2,757 2,459
1,746 2,347
11 45
1,106 683
0,449 19,774
637 1,304
5,610 523,982

Eye-appeal

DOES SELL MORE BACON!

NEW SURVEY shows big profitable
swing to "Cellophane" packages

A dealer and consumer investigation, just completed, proves again that bacon sales can be increased through eye-and-appetite-appeal—just the same as dainty, frosted cakes and candy bars. People *see* and *buy*!

A large proportion of housewives said they now buy their bacon in protected *visible packages*—and, what is more important, a very large majority said they'd *prefer* to buy it that way.

And most important to you: This type of package carries *your* brand name right into the home and insures the building of repeat business.

Cellophane

TRADE MARK
"Cellophane" is the registered trademark
of the Du Pont Cellophane Co., Inc.



BACON, THAT'S WHAT I NEED!

HOW GOOD IT LOOKS—PROTECTED TOO!



YOU SHOULD SEE THIS NEW SURVEY

The detailed figures are most interesting. Our representative will be glad to show you all the data. Just write: Du Pont Cellophane Company, Inc., Empire State Building, New York City, N. Y.

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Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Position Wanted

Employ Your Own Hog Buyer

Hog order buyer with many years' experience wishes connection with packer to purchase supply on salary at considerable savings. Location no object, but Chicago preferred. W-438, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Sausage Specialist

Position wanted as sausage superintendent or foreman by first-class man with several years' practical experience manufacturing quality sausage and meat products, fine delicatessen and meat loaves. Best references. Willing to go anywhere. W-442, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Sausage Foreman

Sausage foreman, expert in his line, seeks connection: 24 years' experience. Craftsman on all kinds of sausage. If you have trouble with your sausage, cure, shrinkage, color, smoking, keeping qualities, I can solve your difficulties. Get results from labor with minimum production cost. W-443, The National Provisioner, 407 S. Dearborn St., Chicago.

Your Sausage Troubles

Do you have trouble with your sausage and meat specialties? Cure? Seasoning? Shrinkage? Color? Smoking troubles? Keeping qualities? I can solve your difficulties for you. Write W-200, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Position Wanted

Plant or Branch Manager

15 years experience operating branch houses West, North, East, New England. Sales promotion work, sausage manufacturing, smoked meat department, curing experience; full fresh meat and beef, veal, lamb experience. References. Now manage large New England full-line house. Age, 34. Last 12 years with large national operator. W-440, The National Provisioner, 300 Madison Av., New York City.

SELL or BUY

LOCATE a JOB

FILL an OPENING

All can be accomplished through the classified columns of

THE NATIONAL PROVISIONER

No matter what your message is, it will reach the entire packing industry in this section. There's a buyer for every seller. There's a man for every job. All you need do is make certain that your wants come to the attention of enough people. Send in your classified ad today.

Miscellaneous

Hamburg Sales Representation

I will sell all kinds of casings through the Hamburg market and would like to represent you. Write Paul Wilhelm, Sternstrasse 49, Hamburg 6, Germany.

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Sausage Factory

For rent or sale, small sausage factory complete in Oklahoma. Modern equipment. Write FS-441, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

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For sale, Recessed Filter Presses, all sizes; Lard Rolls; Dopp Jacketed Kettles; Hammer Mills; Disintegrators; Melters; Cookers; Mixers; Ice Machines; Boilers; Pumps; etc. Send for latest bulletin. What machinery have you for sale?

CONSOLIDATED PRODUCTS CO., INC.
14-19 Park Row, New York City.

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For sale, reconditioned machinery of every description from single machine to machinery for complete packing plant. Guaranteed in A-1 condition. Write Menges, Mange, Inc., 1515 N. Grand Blvd., St. Louis, Mo.

Wilmington Provision Company

TOWER BRAND MEATS

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Lambs and Calves

U. S. GOVERNMENT INSPECTION

WILMINGTON

DELAWARE



Liberty Bell Brand

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F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.

The RATH PACKING CO.

Pork and Beef Packers

BLACKHAWK HAMS and BACON
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Packing House Products

Waterloo, Iowa

The Columbus Packing Company



Pork and Beef Packers

Columbus, Ohio

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While every precaution is taken to insure accuracy, we cannot guarantee against the possibility of an occasional change or omission in the preparation of this index.



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WHOLESALE SLAUGHTERERS OF
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City Dressed Beef, Lamb and Veal, Poultry**

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**Calf Skins
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1st Cover
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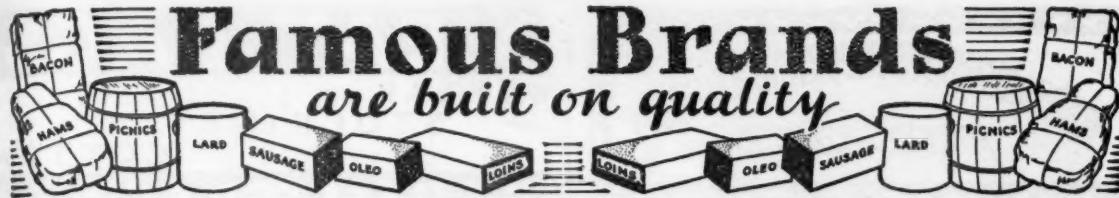
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Strategically Located

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Spiced Ham Luncheon Meat
 Pork Beef Veal Lamb Sausage Specialties

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 "Try 'em—they're different"
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BACON
FRANKFURTS
QUALITY Pork Products That SATISFY

LARD
DAISIES
SAUSAGES

foods of Unmatched Quality

ESSKAY
QUALITY

HAMS — BACON

LARD — SAUSAGE

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sets the pace in
SHEEP CASINGS

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PROMPT SERVICE
FAIR PRICES

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Cable Masaiz, Liebers, Bentley Code

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Early & Moor, Inc.

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BURLAP STOCKINETTE COTTON

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London, E.C.1
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SAUSAGE CASINGS
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Phone—Pulaski 3260

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723 West Lake Street

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Importers and Exporters of
Selected Sausage Casings
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Chicago, U. S. A.

Phone Gramercy 3665
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Selected Hog and Sheep Casings a Specialty
Ave. A, cor. 20th St. New York, N. Y.

1938.

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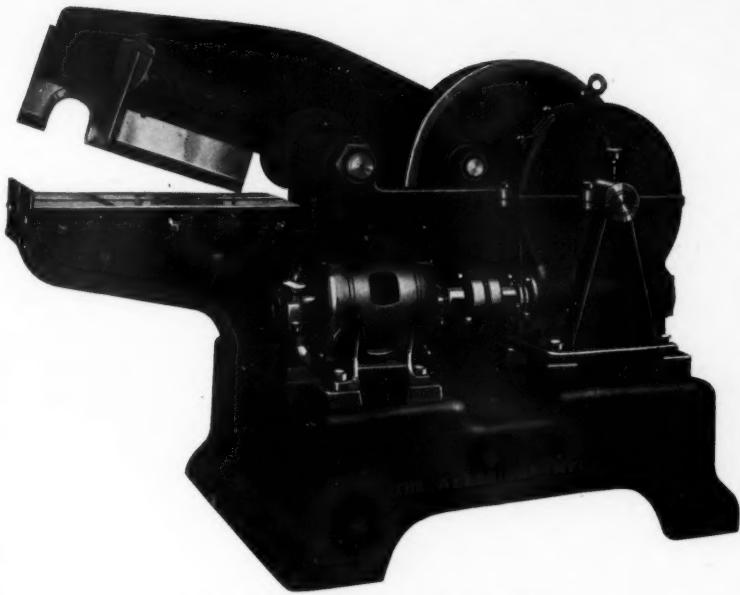
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2
ANCO
HEAD
SPLITTERS



ANCO No. 456 Heavy Cattle Head Splitter



ANCO No. 562 Hog and Sheep Head Splitter

Here are two ANCO machines that will multiply the efficiency and capacity of your Beef or Hog Slaughtering Department. These motor-driven units are especially designed for the heavy duty that they are generally subjected to.

Both Splitters are illustrated with standard right angle cross knives to part the head and cut off the front part of the skull in one operation without injury to the brain. The ANCO special "V" shape knives especially designed to remove the front part of the skull including the ethmoid and turbinated bones, are shown in small inset.

Write for prices and further details

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Eastern Office
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5323 S. Western Boulevard,
Chicago, Ill.

Western Office
111 Sutter St.
San Francisco, Calif.





SHOW OFF YOUR MEATS WITH **ATLAS**

Swift's Atlas Gelatin was perfect for just one purpose making jellied meat.

It is:— **CLEAR** Allowing the meats to show off to real advantage.

TASTELESS Not interfering with the flavor of the meat.

HIGH TEST For this reason, very economical.

We believe that more Atlas Gelatin is used for jellied meats than any other brand.

Atlas meets in purity all government requirements and state or federal pure food regulations.

Swift & Company, Chicago

Guarantee: "If you are not 100% pleased with the gelatin—both as to results and economy—you may return it to us at our expense."

AS

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meal

or jelly

rement

to results